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THE CAROLINA JOURNAL OF PHARMACY

Volume XII

September, 1930 through August, 1931

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The Carolina Journal of Pharmacy

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The 1931 meeting of the North Carolina Pharmaceutical Association will be held at Wrightsville Beach

FRANK PORTER GRAHAM

Recently Elected President of the University of North Carolina

President Graham was made an Honorary Member of the North Carolina Pharmaceutical Association at the Fifty-first Annual Meeting. He was the guest of the Traveling Mens' Auxiliary at the banquet on the second evening of the convention and made the principal address of the evening.

OFFICERS OF THE NORTH CAROLINA PHARMACEUTICAL ASSOCIATION FOR 1930-31

CHARLES BORDEN MILLER, of Goldsboro. President of the Association. b. Dec. 13, 1866, Goldsboro. Education: Goldsboro Graded Schools, Trinity College, Philadelphia College of Pharmacy and Science (Ph.G., 1890). Licensed: 1890. Apprenticeship: Miller and Shannon (father's store), Goldsboro; Hewitt's Drug Store and Morgan's Drug Store, both of Philadelphia. Since 1891 partner in firm of J. F. Miller and Son, later absorbed by Goldsboro Drug Co. Member Board of Pharmacy, 1905-11; A.Ph.A.; Kiwanian; Methodist; Democrat. President Goldsboro Chamber of Commerce; past president Wayne Co. Fair Association.

JOHN COGDELL HOOD, of Kinston. First Vice-President of the Association. b. Feb. 13, 1890, Smithfield. Education: Smithfield Graded School, Page's Pharmacy School. Apprenticeship: Thos. R. Hood, Smithfield. Licensed: 1911. Since 1912 partner in J. E. Hood and Co.; since 1924 proprietor Lenoir Drug Co.; and since 1927 owner Creech Drug Co., all of Kinston. A.Ph.A.; Pythian; Methodist; Democrat; Rotarian; past president and director, Kinston Chamber of Commerce; director of two building and loan associations.

GEORGE ALFRED ISELEY, of Raleigh. Second Vice-President of the Association. b. April 26, 1888, Alamance Co. Education: Burlington City Schools, Elon College, and Page's Pharmacy School. Apprenticeship: A. F. Barrett, Burlington. Licensed: 1910. Since 1918 secretary-treasurer and manager Boon-Iseley Drug Co., Raleigh. Service in France, World War, Medical Corps, Laboratory 1, 64th Infantry, Seventh Division. President N. C. Rexall Club, 1927-28; American Legion (Commander Raleigh Post, 1926); Mason; Christian; Democrat.

FRED HESTER, of Asheville. Third Vice-President of the Association. b. May 21, 1887, Winona, Miss. Education: Winona Schools. Apprenticeship: W. B. Kelly Drug Store, Winona, Miss. Licensed: 1916. Since 1920 half owner Aiken and Hester's Drug Store, Asheville. Baptist; Kiwanian; Democrat.

JOHN GROVER BEARD, of Chapel Hill. Secretary-Treasurer of the Association. b. April 5, 1888, Kernersville. Education: Kernersville Academy, U. N. C. School of Pharmacy (Ph.G., 1909). Apprenticeship: Dr. L. B. Sapp, Kernersville; Shaffner's Drug Store, Winston-Salem; Abernethy's Drug Store, Newton. Licensed: 1908. Since 1909 teacher of pharmacy, U. N. C. Since 1912 Sec.-Treas. N. C. P. A.; A.Ph.A.; Kappa Psi; Rho Chi; Kappa Sigma; Episcopalian; Democrat; Life Member N. C. P. A. Past President A.A.C.P.; President C.P.A.S.; Chairman Pharmaceutical Syllabus Committee.

JOHN CALVIN BRANTLEY, of Raleigh. Member of the Executive Committee. b. Dec. 20, 1874, Union Co. Education: Union Co. Public Schools, Marshville Academy. U.N.C. School of Pharmacy. Apprenticeship: Dr. W. A. Dees, Marshville. Licensed: 1899. Since 1910 proprietor Brantley's Drug Store, Raleigh. 32d degree Scottish Rite Mason; Kiwanian; Democrat; Baptist; Raleigh Chamber of Commerce. Board of Managers, Raleigh Branch Wachovia Bank and Trust Co.; director, Raleigh Merchant's Association; director Building and Loan Assoc.

JOHN ALONZO GOODE, of Asheville. Member of the Executive Committee. b. August 21, 1888, Marion. Education: Marion Public Schools, Page's Pharmacy School. Apprenticeship: Jas. I. Johnson and Bobbitt-Wynne Drug Co., both of Raleigh. Licensed: 1909. Since 1915 proprietor drug store in Asheville, now operated as Goode's Drug Store; N.A.R.D. (Vice-President and member Executive Committee); A.Ph.A.; Life Member N.C.P.A.; President, N.C.P.A., 1922-23; 32d degree Mason; Pythian; Methodist; Democrat; Board of Directors, American National Bank; Past president, Asheville Chamber of Commerce, and Asheville Merchants Association.

WARREN WINSLOW HORNE, of Fayetteville. Member of the Executive Committee. b. March 8, 1875, Fayetteville. Education: Fayetteville Schools, Horner Military Academy, U. N. C., Univ. of Michigan (Ph.C., 1900). Apprenticeship: Under his father, Mr. H. R. Horne, Fayetteville. Licensed: 1900 (also in Michigan). Since 1900 a member of the firm of H. R. Horne and Sons, Fayetteville. Member Board of Pharmacy 1902-1920; Life Member N. C. P. A.; President, N.C.P.A., 1928-29; Sec. Proprietors' Section, *ibid.*, 1927; Chr. *Ibid.*, 1927-28; A.Ph.A.; Beta Theta Pi; Episcopalian; Democrat.

EDITORIAL SECTION

J. G. BEARD, *Editor* Chapel Hill, N. C.

What is Good Professional Practice?

Not long ago we received a letter from a certain pharmacist in the western part of the State asking us whether or not a druggist in a nearby town was being unethical when he advertised far and wide that "We Fill All Doctors' Prescriptions and Save You Money." What should be our answer to this question?

Ethics, of course, is a matter of morals. If the druggist in question could fill *all* doctors' prescriptions properly, and, in doing so, could *invariably* do so at less expense to his patrons than other druggists, then he would not be unethical in his advertising. In such case he would make good his claim and would, therefore, commit no moral offense, hence would not violate the laws of ethics. He would, however, be guilty of unprofessional practice since such advertising is not considered good manners from a professional standpoint. In other words, one can be altogether ethical and at the same time be highly unprofessional. This, however, is drawing a fine distinction in terms since most of us brand as unethical any practice that is a sin against the rules of good sportsmanship or one that is opposed to the code of the particular profession concerned. In the above case we have a breach of manners but not necessarily of morals.

The practice of pharmacy today, as in all former days, is an enterprise that is largely commercial in its nature. For the most part it is a competitive business in which each practitioner tries to out-distance his rival in winning public favor. Either by printed or by word-of-mouth advertising an effort is made to convince buyers that such and such a drug store is the logical place to purchase goods in as much as the service or the price or the quality offered there is superior to that found in competing stores. Notice we qualified the foregoing sentences by saying "largely" and "for the most part." We did so for this reason: The prescription department of any retail drug business should be and usually has been conducted in a different manner from the other departments of the store. It is the part of the business that is strictly scientific and which should be altogether professional. It is almost the only thing about the store that differs from any other high grade mercantile establishment. It creates a prestige in the public mind that causes people to buy in drug stores articles of general sale. The success of the prescription department ought to depend entirely upon a reputation that is created not by self-written advertising but by the nature of the service rendered. Created, that is, in exactly the same way that a physician or a dentist or a lawyer builds up a reputation, by inspiring confidence and trust and favor by means of superior ability and through methods of practice that the public is forced to recognize as good. If this ability is lacking or if the methods of practice are obviously unsound, then the practitioner should be penalized by a loss in public favor. In other words a premium should be placed on professional ability and procedure. Imagine, if you can, a doctor advertising widely that he could cure all diseases and do so in such a way as to save money for his patients. This may not parallel the case of the prescription advertising cited at the beginning of this editorial, but if it does not it has to be because druggists confess that in the one department of their business that is generally recognized as professional they fail to follow the sort of practice that all other professions set up as a fundamental feature. We do not admit such a confession. Remember, please, that what we are saying is confined entirely to the compounding of prescriptions. Other parts of the store

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call for intensive, forceful printed advertising; for the application of the keenest sort of commercial skill; for a go-get-it policy that pulls purchasers into the store and brings them back repeatedly. All of this is good merchandising and drug merchants should strive to excel in it. Since there is nothing professional about the sale of toilet goods, stationery, soda water, etc., there is no call to observe in their vending any of the professional niceties. But the prescription department is a thing apart from all of this and should be conducted on another plane entirely. If we are going to call it a professional practice, let us conform to the accepted code.

This is our answer to the inquiry. If you disagree, these pages will welcome your arguments.

Fellowship Offered in Philadelphia College of Pharmacy and Science

A graduate fellowship in pharmaceutical and chemical research is open at the Philadelphia College of Pharmacy and Science for the college year 1930-31. The fellowship carries with it a compensation of $750 and free tuition. Applications are being received now from prospective candidates.

Candidates must hold at least the degree of Bachelor of Science in pharmacy, chemistry or related subjects to be eligible for consideration. The successful candidate will have not only the opportunity for original research under competent direction but will be able, also, to enroll for graduate courses leading to the degrees of Master of Science (M.S.), Master of Pharmacy (Ph.M.), and Doctor of Pharmacy (Phar.D.). The candidate is not required to do any teaching work or to assist in the laboratories.

The term of the appointment ordinarily is for one college year but a candidate who shows unusual ability may be reappointed for one or more succeeding years, thus permitting him to obtain higher degrees while holding the fellowship.

The new $500,000 building of the Philadelphia College of Pharmacy and Science contains the latest and most complete equipment for research in pharmacy, chemistry, bacteriology and pharmacognosy, thus putting at the command of the holder of the fellowship every facility for original and productive research. In addition, he is in constant contact with leaders in research both among manufacturers and others active in the field.

The Philadelphia College invites applications from qualified persons.

Further information may be obtained by writing to Charles H. LaWall, Dean of Pharmacy at the Philadelphia College of Pharmacy and Science.

Something About Nothing or Vice-Versa

This is a hard season of the year to write editorials. The heat draws the flies and drives out ideas. Nothing seems important enough to write about. Business is bad and seems to be getting worse, but editorial paragraphs will not help it any no matter how much effort is spent in the attempt. August is one month in the year when we genuinely wish that there were no such thing as the CAROLINA JOURNAL OF PHARMACY. But for it and a few other pestiferous duties and assuming cash in hand which is nowhere in sight, we would now be in the mountains or at the coast or at least at home under an electric fan. Running a monthly magazine would be a nice occupation if it were not for the work involved. And the work is not evenly divided in this shop. Between us, gentle reader (if there is such a person as a "gentle reader"), the Editorial Section of this publication is the hardest feature to handle. "Judge" Bowman, of course, insists that the Legal Section is still harder and Miss Noble contends with emphasis that gathering news is the worst job of the lot. But considering all the laws that druggists are bothered with it seems as if it would be fairly easy to fill reams of paper with talk about them. And as for "Happenings of Interest," why there are thousands of such things. Just think of all the weddings and new stores and stores that have just stopped being stores and fires and accidents and murders. Surely there is enough grist in these for anybody's mill. Suppose though, gentle reader (if there *is* such a person),

you put yourself in our place, what would you write about if, unfortunately, somebody forced you to write editorials in August? Stop a minute and ponder, please sir (or miss as the case may be), what *could* you talk about? Remember that chain stores have already been "cussed aplenty" in these pages and that it does no good to write editorials about the bumness of business. The Legislature is neither in session nor about to be (thank Providence!), and Congress is temporarily letting the drug business alone (thanks again). So there you are, up against it for something to say, and here we are in the same fix. The difference is that whereas you can keep silent, we *have* to say something even if it is nothing. And if you have the patience to read our editorials for this month you will see that we have said it. We have but one excuse for this particular editorial: it fills up seven inches of space.

Assistant Pharmacist's Examination

The questions below were submitted by the N. C. Board of Pharmacy to the candidates seeking license at the June, 1930, meeting of the Board. A general average of 75 per cent. was required. Two days were allowed for the examination; three hours for each branch, two branches daily. The Board meetings are regularly held in June and November at Chapel Hill. For information concerning examinations, etc., address Mr. F. W. Hancock, Oxford.

PHARMACY

(Examiner: Rose)

1. (a) What two systems of weights and measures are used in Pharmacy? (b) What system is used commercially? (a) Give the relative values or equivalents of the three systems.

2. Give equivalents in fluid measures of: (a) wineglassful, (b) tablespoonful, (c) dessertspoonful, (d) teaspoonful.

3. Give the boiling and freezing thermometer degrees of the Fahrenheit and Centigrade scales. Convert 80 degrees F. to C., Convert 12 degrees C. to F.

4. Give meaning of following prescription signs and abbreviations: aa., ad, t.i.d., m, et, gtt, ss, qi.s., Lb., a.c.

5. Give the latin titles of following: (a) Camphorated Oil, (b) Tincture of Iron, (c) Sweet Spirit of Nitre, (d) Elixir of Vitriol, (e) Brown Mixture.

6. Give English titles and synonyms, if any, of the following: (a) Acetum Scillae, (b) Liquor Calcis, (c) Massa Hydrargyri, (d) Fluidextractum Zingiberis, (e) Liquor Sodii Boratis Comp.

7. How much pwd. acacia or mucilage acacia will be required to emulsify one ounce castor oil? Describe the English and continental methods of making emulsions.

8. Describe how powder prescriptions with small amounts of potent ingredients should be triturated and mixed. How should hygroscopic and odorous powders be dispensed?

9. Distinguish straining from filtration. What materials are used for straining and what for filtration?

10. Write the following in prescription form and calculate the doses of each ingredient (show work): Tinct. Aconite, 1 dram, Codein. Sulphate, 3 grains, Sodium Salicylate, 2 drams, Syr. Orange, 4 drams, Water, sufficient to make 3 ounces. Teaspoonful every 3 hours.

PHARMACEUTICAL CHEMISTRY

(Examiner: Greyer)

1. (a) Give pharmaceutical importance of Zinc and commercial forms. (b) Explain the production of H by means of this metal.

2. (a) In making 0 from KCl O_3 and MnO_2, what name is given to the part, played by MnO_2? (b) Give chemical properties and medical uses of O.

3. Explain reduction and oxidation with examples.

4. What chemical property of Solution of Hydrogen Dioxide gives it medicinal value?

5. Write formula for: (a) Nitric Acid. (b) Calcium Chloride. (c) Ferrous Sulphate. (d) Carbon Dioxide. (e) Sodium Iodide.

6. (a) How is Nitrohydrochloric Acid made? (b) Give two common names. (c) What occurs if mixed with potassium iodide?

7. (a) Give physical and chemical properties of Phosphorus. (b) Why must it be preserved under water? (c) What acids of P are used in medicine?

8. (a) Give source and properties of Iodine. (b) What preparations and compounds are of medical importance? (c) Name two closely related elements.

9. (a) Give source properties and pharmaceutically important forms of Sulphur. (b) Name two other pharmaceutically important elements of the sulphur group.

10. How much Ag is contained in 16 oz. Ag NO_3? (Show work).

Ag = 108. N = 14. O = 16.

MATERIA MEDICA, TOXICOLOGY, AND POSOLOGY

(Examiners: Ballew)

1. Mercury. (a) Give Latin title and English synonym. (b) Three official preparations of metallic mercury with medical properties.

2. Creosote. (a) Give source. (b) Physical state. (c) Medical property and dose (d) How administered.

3. Linum. (a) Give two English names. (b) Habitat. (c) Medical properties. (d) What official Liniment is made from its oil and common synonym of same.

4. Give (a) Source and (b) medical property or use of each of following: Adeps Lanae, Adeps, Pepsinum, Pancreatinum.

5. Which of the following are classed as, (a) hypnotic, (b) analgesic, (c) irritant, (d) anthelmintic? Aspidium. Acid acetylsalicylic, Mustard, Santonin, Iodine, Potassium Bromide, Barbital.

6. Give source of following: (a) Castor Oil. (b) Aloe. (c) Suct. (d) Quinine. (e) Cayenne pepper.

7. Give Latin titles of following: (a) Sugar of Lead. (b) Rochelle Salt. (c) Brown Mixture. (d) Blue Stone. (e) Tartar Emetic. (f) Elm. (g) Peppermint. (h) Clove. (i) Rhubarb. (j) Ipecac.

8. Give part used of the following: (a) Senna. (b) Cardamon. (c) Agar. (d) Coccus. (e) Gentian.

9. What would be the effect of applying to skin: (a) Menthol. (b) Silver Nitrate. (c) Carbolic Acid?

10. Give doses of following: Rhubarb, Codeine Sulphate, Calomel, Syrup Ipecac, Syrup Squill, Tinct Digitalis, Tinct. Nux Vomica, Rochelle Salts, Fluidextract Ginger, Antipyrin.

LABORATORY WORK

Insert at once your identification number.

Perform work in order given below.

Extra material will not be allowed.

You will be scored for neatness, correctness of work, and quality of finished product.

A

R

Magnes. oxidi pond.	dram 1
Rhei pulv.	grs. 30

M. Divide in equal parts. Ft. caps. 6 chart 6.

B

R

Menthol	grs. 20
Methyl. salicyl	dram 1
Adipis lanae Hydros.	dram 6

M. Ft Ungt.

C

R

Ol. terebinth.	dram 1
Copaibae	dram 3
Spir. aeth. nit.	dram 4
Acaciae pulv.	q. s.
Aquae	ad ounces 3

M. Ft. Emuls.

N.B.—Write here the weight of acac. pulv. used.

D

R

Pot. Citrat.	dram 1
Fldext. Uvae Ursi	drams 4
Spir. Aeth. Nit.	drams 4
Elx. Aromat.	ounce 1

M.

E

Identify the crude drug, galenical, and chemical specimens. (10 altogether).

LEGAL SECTION

FREDERICK O. BOWMAN, LL.B., *Editor* Chapel Hill, N. C.

Shall Sale of Hypnotic Drugs Be Limited?

It is understood that a bill will be offered to the 1931 Legislature by persons outside the professions of medicine and pharmacy limiting the sale and possession of "hypnotic drugs". There has been some agitation for the restriction of this class of drugs for some little time, both by physicians and members of our own Association. However, I do not know the extent of the agitation, as the number who have brought the matter to my attention has been comparatively small. Without further investigation, I am likewise unable to make up my own mind as to whether or not a law of this kind is needed. But I am fully convinced that if such a law is needed, and there is no class of men better qualified to determine this than the pharmacists of the State, it should be asked for by our own organization. Some few of the States have seen fit already to enact such laws, including the State of Virginia which enacted what is known as The Barbital Law this year. Answering an inquiry from this office as to what he thought of the Virginia Law, Mr. A. L. L. Winne, Secretary of both the Virginia State Board of Pharmacy and the Virginia Pharmaceutical Association, has the following to say:

"I have your letter with reference to the Hypnotic Drug Law enacted in this state and the only printed copy which I have at the present time is in the Virginia Pharmacist for June on page 119. I am mailing to you under separate cover one of that number and reference to it will give you the details of the act so far as it was framed and finally accepted.

"With reference to its operation I may say that there is some little criticism on the part of the druggists. One of these is that the consumer may send outside the state and secure through the mail a supply of the prohibited drug, but this is not engaged in to any large extent so far as my knowledge goes. The same thing was true after we adopted a narcotic law in this state and was so until after the Federal Government finally adopted a narcotic law. I believe that the abuse of these hypnotic drugs is pretty nearly as bad as the old abuse of narcotic drugs and that the Federal Government will in a few years adopt a nation wide law regulating the sale of these drugs. In the meantime a number of states will enact such and it will be an indicator to the federal legislators just as the adoption of narcotic laws was an indicator some fifteen or twenty years ago. There is not much doubt that there has been considerable abuse in the use of these hypnotic drugs. This has been so in Virginia, I am sure, and is probably true is your State and I believe a discussion of the matter with the pharmacists of North Carolina would disclose that they probably would be in agreement that some regulations should be put on the sale of these drugs. As matters stood formerly in this state a number of general merchants were selling these drugs and the present law prohibits their possessing such drugs or offering them for sale. It will probably take a little time to clear up the general merchant situation, but I believe it has been largely cleared up already. We have worked through the wholesale druggists and used newspaper space to advise the public of the action taken. Some of the physicians have objected to the law, but primarily it is a measure which I think meets with the approval of the A. M. A. If I can give you further information on the subject please call on me."

Inasmuch as the bill to be submitted to our next Legislature is to be patterned after the Virginia law, which became effective on June 18, 1930, the text of this act is carried below, and is as follows:

"1. Be it enacted by the General Assembly of Virginia, that the Code of Virginia be amended by adding thereto five new sections . . . which new sections shall read as follows:

Section 1698-a. In the following four sec-

tions, unless the context otherwise requires, the word "hypnotic drug" include:

Sulphonmethane (sulphonal).

Sulphonethylmethane (trional).

Diethyl sulphonedrethylmethane (tetronal).

Diethyl barbituric acid (barbital), or any of the foregoing by whatsoever trade name or designation; or any compound, preparation, mixture or solution thereof, or any salt or derivative thereof or of barbituric acid possessing hypnotic properties or effects.

Chloral hydrate or any mixture or solution thereof containing twenty grains or more thereof to the fluid ounce.

Section 1698-b. No person other than a licensed pharmacist shall sell any hypnotic drug to consumers or have such a drug in his possession with intent to sell or give away to consumers.

Section 1698-c. No person shall sell or give away any hypnotic drug to a consumer except upon a written prescription of a doctor of medicine, or doctor of veterinary surgery, lawfully practicing his profession in this State, which prescription shall not be refilled.

Section 1698-d. Nothing in this section shall be construed to limit the sale of, hypnotic drugs to, nor to the dispensing of hypnotic drugs in the course of their professional practice by, doctors of medicine, doctors of dental surgery, or doctors of veterinary surgery lawfully practicing their profession in this State, or to registered retail or wholesale pharmacists, or to hospitals and other institutions for the treatment of defective of afflicted, sick and injured persons.

Section 1698-e. Any person who shall violate any provisions of sections sixteen hundred and ninety eight-b, or sixteen hundred and ninety eight-c shall be deemed guilty of a misdemeanor and upon conviction thereof for the first offense shall be fined not more than one hundred dollars, and upon conviction of a second offense, shall be fined not more than one thousand dollars, or shall be imprisoned in jail not exceeding six months, or both, at the discretion of the court".

New York Ownership Law Case

The constitutionality of the Pharmacy Ownership Law of New York was an issue in the Supreme Court, at Buffalo, on July 8, before Judge Larkin. The case is known as Pratter vs. Board of Pharmacy.

Counsel for Hyman Pratter, a druggist, who is not a licensed pharmacist, insisted that his client had been denied a constitutional right by the Board of Pharmacy in refusing to register a pharmacy that Pratter wished to establish and operate.

The New York law provides that a pharmacy may be owned only by a licensed pharmacist. If owned by a co-partnership the members must be licensed pharmacists. Corporations owning pharmacies before the enactment of the law may legally continue to own and operate them and may establish additional pharmacies in compliance with the law, but the stockholders need not be licensed pharmacists.

In this respect the New York law differs from the Pennsylvania Drug Store Ownership Law, held unconstitutional by the Supreme Court of the United States in the case of Liggett vs. Baldridge, Attorney General for Pennsylvania.

E. C. Brokmeyer, general attorney for the N. A. R. D., pointed out to the court that this essential difference existed between the two statutes and that when the Pharmacy Ownership Bill was pending before the New York Legislature, abundant testimony had been presented, showing that the conduct of drug stores owned by non-licensed pharmacists and corporations had resulted to the injury of the public.

No such evidence had been presented to the Pennsylvania Legislature or courts in connection with the Pennsylvania Ownership Bill and law.

Counsel on both sides were granted leave to file briefs on or before August 15.

(The Druggist Circular).

Cries of Merchants and Druggists Not Apt to Head Off Nuisance Tax

Very properly and in unusually trenchant language the *Greensboro Daily News* endorses the strictures made against the so-called sales tax proposals by President C. C. Fordham in the course of his address to the recent Druggist's Convention, as that tax is now being formulated in hundreds of superficial minds, it would be an accentuation of what the druggist has suffered all

these years with other people taken into the fold. In its appreciation of Mr. Fordham's argument, the *News* says:

"President C. C. Fordham of the North Carolina Pharmaceutical Association, in presenting the annual address to the state druggists, pays his disrespects to the betenoir of retailers, the sales tax.

"It is easy enough to understand and sympathize with the fears of Mr. Fordham. The retail druggist of all people has been gummed up with nuisance taxes since this form of itch was passed on to the body politic by the legislative branch of our government. Possibly because a revenue stamp was so much more easily affixed to a glass bottle, a pasteboard carton or a cigar-box than to cloth sold by the yard, potatoes distributed by the pound or rice by the quart, the druggist has had more than his share of the tax collected on individual purchases.

"What if the consumer has paid? The druggist has had no end of reporting to do, his place of business has been invaded constantly by government agents and he is intensely weary of it all.

"Naturally the talk of a sales tax irks him greatly. He thinks of it in terms of one cent or two cents, each to be paid by his consumers on each package of cigarettes or single soft-drink. Many of them have visited South Carolina and seen how this sort of sales tax operated; all of them have heard about it.

"There ought to be some way to ally the fears of the pharmacists. If a sales tax there must be,—and there is a high, wide and handsome one already operating to great advantage on gasoline—why does not somebody in authority or close thereto bring to this group of North Carolina business men the assurance that such a levy will not be made on retail items where so much of the burden of collecting and reporting falls on the private citizen, but will be imposed in the manner of taxing gasoline or such commodity or commodities as may be handled wholesale."

But in our opinion the *News* does not go nearly far enough. A sales tax would be a burden if not an iniquity. Admitted. But we should by no means in principle attempt to call something a sales tax that isn't a sales tax. If we must have this critter to contend with, why not let it draw blood equally from everybody?

So far as the State was concerned there would then be no need for any great amount of book-keeping or worry on the part of the druggist, or anybody else who added the tax to the things he sold. He simply would have to keep an honest account of sales by yearly, six months, or quarterly statements. His books would have to be open to inspection to show purchases.

Of the total amount of his sales business he would have to turn over to the State a certain percentage by which to compensate our intrepid counties that have overtaxed themselves and are now yelling for the lifeguards. As to the customers, they would pay pro rata in accordance with their purchases, and after a while they would perhaps learn to like it, as they liked the gasoline tax before the era of boosting it was inaugurated.

That, however, would be a real and honest sales tax and anathema to every half-baked politician. It is a dream that never will come true. In spite of the fulminations of the druggists and the Merchants Association and others who do not like to be held up, we look for a fine crop of nuisance taxes a few weeks after the New Year comes in.—*Raleigh Evening Times.*

Exempt Narcotic Regulations

Sales of exempt narcotic preparations made to consumers, either by manufacturers or dealers must be made only in such quantities and with such frequency to the same purchaser as will restrict their use to the medicinal purpose for which intended.

These preparations may be sold either with or without prescription and a prescription for such a preparation may be refilled provided, of course, the preparation is furnished in good faith for medicinal purposes. The filling or refilling of narcotic prescriptions calling for more than one exempt preparation or remedy further reduced or diluted by the addition of non-narcotic medical agent is authorized, provided, of course, the preparation is furnished in good faith for medicinal purposes.

HAPPENINGS OF INTEREST

Alice Noble, *Editor* Chapel Hill, N. C.

Just What Are You Going to Do?

Happy days are here again! Which is another way of saying that the long, hot summer is over, and it is time to begin making plans for the fall and winter season. We all had a grand and glorious time at the convention and came away resolved that from now on we would do our share of Association work. Did you ever stop to think that the Journal is the official organ of the Association? The editors try mighty hard to make the Journal a publication not only for the druggists but by the druggists. It ought to express the opinions of pharmacists in every section of the State. Has it ever occurred to you, gentle reader, that one fine way to help the Association—and not such a difficult way either—is to send a contribution to the Journal every now and then? We don't mean money this time, but a contribution of news or a short article about a sales plan you have successfully put over, or an editorial about some live topic that affects the drug business, etc. Now that you are re-making resolutions to help the Association, won't you also decide to do your part toward publishing the Journal? These first cool days of the early fall are a mighty good time to put such decisions into effect. How about it?

Two More Sign Up for Life

It is with a great deal of pleasure that we announce that two more druggists have taken out Life Memberships in the North Carolina Pharmaceutical Association.

One of these is **Mr. B. Frank Page**, president of the W. H. King Drug Co., who, as Local Secretary for the Raleigh meeting, staged such a successful convention. Mr. Page has been a member of the Association since 1906, the year that he received his license as pharmacist. He has always been a firm believer in and worker for the organization, and has always responded immediately when called upon to "do his bit" for North Carolina pharmacy. It is with genuine pleasure that we announce that he is now one of our life members.

The other druggist who has signed on the dotted line for life is **Mr. E. F. Robinson**, proprietor of the Pinehurst Pharmacy and the Hanover Drug Co., both of Wilmington. Mr. Robinson is one of the younger druggists in the State, having graduated from the State University in 1926. He received his license as a pharmacist a few days after being awarded his degree, and almost immediately thereafter joined the State Association. He is a wide-awake pharmacist and we are delighted to welcome him as a life member.

General News Items

Didn't we have a good time at the Raleigh convention? We think the Raleigh druggists and the T. M. A. outdid themselves in making the meeting a huge success.

Mr. G. S. White and associates have purchased the City Drug Co. in Lexington. **Mr. J. D. Bain**, of Wendell, formerly with the Sylva Pharmacy, of Sylva, has accepted a position in the prescription department.

On a visit to New Bern a week or two ago the editor noted with interest the new brick building being erected by the Pinnix Drug Co. on the site where the firm has done business for a number of years. During the erection of the building the firm is occupying temporary quarters nearby.

The Wiggins Drug Store, of St. Pauls, has been incorporated with **Messrs. W. F. Caudell, J. S. LeGette** and **W. D. Northrope** as incorporators.

We understand that Spoon's Pharmacy, of Charlotte, owned by **Messrs. J. M.** and **K. B. Spoon,** has gone on a strictly cash basis. The store is located at 314 E. Boulevard.

The South Carolina Board of Pharmacy will hold a meeting for the examination of candidates for license on November 19-20.

How about the 1930 convention for a record breaking attendance? We believe the business sessions were the most helpful and profitable that we have had in a long time.

The following North Carolina drug stores have installed new soda fountains manufactured by Robert M. Green and Sons: the Parsons Drug Co., Wadesboro; the Mayodan Drug Co., Mayodan; the Asheboro Drug Co., Asheboro; the Tar Heel Pharmacy, Walnut Cove; the Person St. Pharmacy, Raleigh; the Thompson Drug Co., Winston-Salem; S. H. Reid, Washington; J. Hunter Jones, Haw River; Dizor's Pharmacy, Raleigh; and H. E. Thrower, Southern Pines.

The Page-Hocutt Drug Co. have made extensive improvements in their Henderson store, which include the installation of a new front.

The Sunset Drug Co. of Greensboro, has been granted a charter with **Messrs. G. W. Markham, Rupert Cox,** and **G. A. Covington** as incorporators.

We understand that the Taylor-Summey Drug Co., of Charlotte, has been placed in the hands of receivers.

Mr. Gilliam Grissom was a perfect host and the buffet luncheon served the druggists and their guests on the second day of the convention was delicious.

Mr. W. W. Smith has resigned his position with Eckerd's Drug Store in Charlotte and is now with the Victory Drug Co., of Gastonia.

Mr. M. S. Burt, of Holly Springs, formerly with Baucom's Pharmacy, of Apex, has accepted a position with Thomas's Drug Store in Varina, the change taking place on August 18.

Mr. C. B. Strickland, of Stedman, who has been with the Zebulon Drug Co., of Zebulon, for quite awhile, intends to return to the State University this fall to continue his studies in pharmacy. **Mr. L. F. Parrish,** of Smithfield, will also re-enter the University this fall to complete his pharmacy course. For the past year he has been with the Roy Moore's Drug Store in Wilson.

Mr. Francis B. Hays, of the *Druggists Circular,* spent some time the latter part of July at his old home in Oxford, renewing acquaintance with former associates. He also enjoyed one day in Chapel Hill as the guest of friends. It was his first visit to the University town.

Mr. W. E. Michael, formerly with the Peoples Drug Store in Asheville is now with Bilbro's Drug Store in West Asheville.

Messrs. J. L. Pinnix, of Kernersville, and **J. C. Brantley, Jr.,** of Raleigh, who passed the State Board in June are enjoying a delightful vacation in the west. After spending some time in Idaho and Colorado they are now in the state of Washington and from there will go to California.

Mr. W. J. Adams, of Murphy, is prescriptionist for the Buchanan Pharmacy in Sylva. He succeeds **Mr. Brem Bonner** who has resigned and moved to Lenoir where he will engage in some other kind of business.

Mr. W. J. Hickman, formerly with the Robinson Co. in Rutherfordton, has accepted a position with Crawford's Drug Store in Lenoir.

Some time ago **Mr. C. T. Miller** sold the drug store he operated on the Hendersonville Road near Biltmore to **Mr. J. R. Avera** and the Pharmacy is now known as Avera's Drug Store.

Mr. Q. T. Bilbro, of Asheville, recently bought the Charlotte St. Pharmacy in Asheville. **Mr. L. W. Philpot** will continue in charge of the prescription department, Mr. Bilbro remaining with his West Asheville store.

Mr. J. V. Jenkins has resigned his position with Claverie's Pharmacy in Asheville and is now with the drug store owned by **Mr. R. G. Scruggs** on Haywood St. in the mountain city.

The wives of the Raleigh druggists saw to it that all the ladies attending the convention were delightfully entertained. The Ladies Entertainment Committee, under the chairmanship of Mrs. G. A. Iseley, were on hand at the Sir Walter Hotel to welcome the visitors. A sight-seeing tour, a bridge

breakfast, and a theatre party kept the ladies entertained while the druggists attended the business sessions.

Mr. D. A. Dowdy, popular druggist of High Point, was elected president of the High Point Merchants Association at a meeting held on August 5 at the Elwood Hotel. Mr. Dowdy and **Mr. A. C. Cecil** were among the new members elected to the board of directors.

Mr. S. G. Nelson, originally of Gloucester and a graduate of the State University School of Pharmacy, writes the JOURNAL that he has been working since August, 1929 with the Peoples Drug Store in Washington City and that he has just been made manager of the Peoples Service Drug Store, No. 30, located in Danville, Va. After securing his N. C. license in 1926 Mr. Nelson was with E. V. Zoeller and Co., of Tarboro, and later with the Beaufort Drug Co., of Beaufort.

Mr. G. E. Andes, formerly with the Peoples Drug Store in Charlotte, is now with the Parsons Drug Co. in Wadesboro.

Mr. W. P. Phillips has severed his connection with the Franklin Drug Store in Gastonia to accept a position with the Torrence Drug Co. in the same town. He has been succeeded at the Franklin Store by **Mr. T. A. Curtis,** of McBee, S. C., formerly with the Central Drug Store in Bessemer City.

The President's reception and ball was a great success. We are indebted to the Capudine Chemical Co. for a delightful evening.

Mr. Coley Yoder has resigned his position with the Central Drug Co. in Newton. He has not, however, announced his future plans.

Mr. W. M. Sally is now with the Wilkins Drug Store in Asheville.

We understand that **Messrs. G. A. Shieder** and **D. W. Foster,** both of Asheville, have bought Bryan's Pharmacy in West Asheville from **Mr. R. B. Bryan** and have taken over active charge of the pharmacy. The new owners have not announced the name under which they will operate the business. Mr. Foster will be manager of the store.

Mr. G. B. Schoonmaker, of Bradford, Pa., who passed the State Board examinations in June, is now making his home in Durham at 414 Morris St.

We pass on to our readers an item from Winston-Salem in a recent issue of the *Durham Sun*: "Calling police to the Carolina Drug Store here where he is employed as a soda clerk, a young man of 24, confessed to having robbed the drug store of $175. The proprietor of the store had discovered the loss several days earlier. In addition to the money, most of which has been returned, a quantity of narcotics was stolen. The young man said he broke in for the sole reason of taking narcotics because he was 'all shot to pieces.' He took a large dose of the narcotics at the time he broke in, he said, and remembered nothing else."

The banquet given by the Traveling Men's Auxiliary was the best ever! What would the Association do without the T. M. A.? This year they not only were hosts at the banquet, but they contributed a most interesting feature of the business program by furnishing a series of sales talks.

Thompson Drug Store, No. 2, of Winston-Salem, has been incorporated to conduct and carry on a retail drug store with an authorized capital stock of $50,000 with $300 subscribed by **Messrs. Frank H. Lunn, W. R. Blackwell** and **F. G. Miles,** all of the Twin City.

Early in August a fire of undetermined origin threatened to wipe out the block of the store buildings in which the Stonewall-Marion Drug Store of Dobson is located. The blaze was discovered in the rear of the drug store about one o'clock and if it had not been for the quick work of the volunteer fire fighters the entire block of buildings would have been destroyed.

The Park Place Pharmacy, of Charlotte, located at 703 Providence Road, has been purchased by **Mr. Louis M. Holmes** from the Goode Realty Co., owners of recently developed properties in that locality. The purchase price has not been announced. Mr. Holmes has been associated with the Tryon Drug Co. for the past 15 years, but announced that with the purchase of the Park Place Pharmacy that he had severed his connections with the Tryon establishment.

Mr. Holmes plans to replenish and enlarge the stock of his new store and to carry everything usually handled in a first class drug store.

No convention in North Carolina is complete without a barbecue. The W. H. King Drug Co. gave the druggists and their guests a barbecue that was better than the best!

The Chadbourn Drug Store, of Chadbourn, has been incorporated to own and operate a retail drug store with an authorized capital stock of $25,000 and subscribed stock, $1,000 by **Messrs. C. F. Shelton** and **John Shelton**, of Chadbourn, and **Guy L. Bailey**, of Fair Bluff.

The JOURNAL acknowledges with appreciation an invitation to attend the celebration of the Seventh Anniversary and Formal Opening of Miller's new drug store at 114 East Nash St. in Wilson.

On August 1st **Mr. A. H. A. Williams** accepted a position with Lyon's Drug Store in Oxford.

And now let's all take off our hats to everybody who made the 1931 convention such a wonderful success. The Fifty-First Annual Meeting will go down in history as one of the best the Association has ever had.

Josiah K. Lilly Receives Honor

At the 66th annual meeting of the Alumni Association of the Philadelphia College of Pharmacy and Science, held June 3, 1930, Josiah K. Lilly, President of Eli Lilly and Company, was unanimously elected First Honorary President of the Association. This action was the result of a recommendation made by Dr. E. G. Eberle at the 1929 meeting when he was president.

At the 1930 meeting Mr. Lilly was selected because of the unusual services he has rendered for the betterment of pharmacy, especially in the manufacturing field. In the name of six thousand members of the Association, resident in every state of the Union and in many foreign lands, Mr. Lilly was asked to accept the First Honorary Presidency of the Alumni Association of the Philadelphia College of Pharmacy and Science.

Mr. Lilly graduated from the College in the class of 1882 and has been actively engaged in pharmaceutical manufacturing ever since. For sixteen years he was chiefly concerned with the technical problems of the production of pharmaceuticals. Since 1898 he has been president of his company and under his management it has grown from a comparatively local and provincial business to one of international size. Throughout his career he has been active in efforts to better American Pharmacy and especially to improve retail drug conditions.

Co-operative Drug Association Forms

The following item from Charlotte, carried in the State papers early in August, will be of interest:

"The independent drug dealers of North Carolina and South Carolina have made the initial move looking to combating the menace of chain drug stores with the formation here of the Associated Independent Druggists, a co-operative buying organization.

"The sole object of the organization is collective and co-operative buying which will secure drug products for the indepen dent druggists at a price which will enable them to sell at a profit and still establish and maintain prices which will compare favorably with those offered by the chain drug stores.

"Officers of the organization are: **Messrs. C. L. Rhyne**, of Gastonia, vice-president; **N. B. Perry**, of Charlotte, secretary; and **L. C. Derrick**, also of Charlotte, treasurer."

The press announces the incorporation of the above organization with an authorized capital stock of $100,000 with $1,200 stock subscribed by **Messrs. R. P. Lyon, L. C. Derrick**, and **N. B. Perry**, of Charlotte.

Drug Store Entered by Thief

Coleman's Drug Store, located on N. Corcoran St., Durham, was entered on Sunday night, August 3, after a window in the rear

of the building had been smashed. The building was entered during the time when the drug stores of the city were closed because of church services. The robbery was discovered when Mr. Coleman and his clerks were re-opening for business. The thieves secured $89 in money and so far police detectives have been unable to identify the guilty parties. This is the second robbery the drug store has suffered in the past few months. During the early spring a considerable sum of money was taken by an unidentified thief who gained entry into the building through the front door after the lock was wrenched loose.

New Members for the N. C. P. A.

Since the last JOURNAL came from the press the following have affiliated with the State Association: **Messrs. R. S. Mills, Jr.,** Tainter's, Marion; **W. S. Johnson,** H. L. Hicks Drug Co., Rocky Mount; **H. R. Lewis,** Liggett's Drug Store, No. 2, Asheville; **C. J. Anderson,** Highlands Drug Store, Highlands; **T. W. Angel, Jr.,** Angel Drug Store, Franklin; **J. P. Norman,** Norman's Drug Store, Yadkinville; **L. G. Day,** Day's Drug Store, Spruce Pine; **J. O. Cline,** McNairy's Drug Store, Lenoir; **H. A. Saxon,** Boone Drug Co., Boone; and **R. R. Sloan,** Sloan Drug Co., Stony Point.

THE CAROLINA DRUG STORE,
of Winston-Salem

Pictured above is an excellent photograph of the Carolina Drug Store, which was formally opened at West Fourth and Spruce Sts. in Winston-Salem on July 25 under the management of **Mr. H. C. Newsome,** formerly of Mooresville. This store is thoroughly equipped in the modernistic style and its opening had been so well advertised that thousands of people in Winston-Salem came in all during the day and until late at night to see the new store and its stock.

The JOURNAL wishes for Mr. Newsome and for the new enterprise the highest degree of success.

Formal Opening, Fairmont Drug Co.

The Fairmont Drug Co., of Fairmont, held a formal opening of its new and modern drug store, located at Main and Center Sts., from four to nine o'clock on the afternoon of July 30. Souvenirs were given and refreshments served to guests attending the opening. The new building presents a most attractive appearance and the drug store is modern in every detail. Up-to-date fixtures and a frigidaire United American Soda Fountain add to the convenience and beauty of the store. It is owned by **Messrs. W. R. Taylor** and **P. H. Thompson,** both natives of the county and whose names, "Wiley" and "Paul", according to the local papers are as familiar to the "citizenry of lower Robeson County as 'Amos' and 'Andy' are to the radio world." Both are life members of the N. C. P. A. The JOURNAL takes this opportunity to congratulate the proprietors on their store and to wish them every success in their new pharmacy.

Just a Friendly Warning

The JOURNAL has just received the following letter which is self-explanatory:

Winston-Salem, N. C.,
July 20, 1930.

The Carolina Journal of Pharmacy,
Chapel Hill, N. C.

Gentlemen:

In nearly every issue of the JOURNAL I see that some "crook" has fleeced some druggist in the State. Now one has worked me.

Several weeks ago I met a man who soon found out that I was from Warrenton. He immediately asked me if I knew several persons in Littleton and Warrenton. Of course, I did. The people that he mentioned were the best and highest standing citizens in that part of the country. We talked for quite a while about things that had happened there. I saw him every day or so and he would immediately pick up the conversation again. One night he came in and I cashed a rather large check for him. The check came back from the bank, and when I began looking for him he had left town.

You might issue this in the JOURNAL as a warning. I believe he is working the same thing in another town now. He is the sort of person who can meet you and in ten minutes make you believe that he is a long lost relative.

If any of the druggists know where he is, I would appreciate the information as I have a warrant at the police department here for him.

Very truly yours,
(Signed) J. B. CONNELL.

Turner Wilson, M.D., Druggist

By F. D. Winston, of Windsor*

Turner Wilson was born in Coleraine, Bertie County, N. C., on the 6th day of February, 1816. He was prepared for college in the Colerain Academy, an excellent preparatory school maintained in that locality between the years 1810 and 1860. He received his degree in the Jefferson Medical College in 1846. After a few years of practice at his home, he decided to locate at Windsor, and he did so in 1850. His card announcing that fact was as follows:

Turner Wilson,
Physician and Surgeon
Windsor, N. C.

No night calls answered, and no calls in the country answered unless sent for by vehicle.

This card indicated two things: (1) that he really did not purpose active practice; and (2), that he was somewhat peculiar. This fact is accented by the type of business he opened—a dry goods store and drug store combined. His place of business was called "Wilson's Drug Store." On one side he had a complete outfit of drugs, and shelf bottles handsomely labeled and numerous. On the other side he kept a complete stock of such goods, wares and merchandise as was usually kept in that day.

He was a striking looking man and was always well dressed. He was courteous and polite, but engaged little in conversation.

* On numerous visits to Windsor Castle, the home of Judge Francis D. Winston in Windsor, Bertie Co., the editor has heard old friends speak affectionately of Dr. Turner Wilson, a physician and druggist of long ago. Recently Dr. Winston was persuaded to write this sketch.

He walked with a cane, which he twirled a good deal, and with which he cleared the sidewalk of every stick and all trash. He was a member of the Episcopal church and entered that connection by immersion in Edenton Bay, Rt. Rev. Thomas Atkinson, Episcopal Bishop, officiating. He was Junior Warden of St. Thomas' Parish.

In his store he kept a full stock of garden seeds, but would not sell onion sets as he disliked onions. He also sold the well known patent medicines of that period. He was accommodating and occasionally sold on credit. He never "dunned" anybody. When he became convinced that a debtor had made up his mind not to pay he occasionally balanced the account with "Dirty Dog—Won't Pay." That paid in full. Another entry was found more than once in his books. "Died; wife poor." The account was balanced.

A story current in Windsor was that Buck Winston, former slave of Hon. Patrick Henry Winston, purchased an axe from the Doctor under promise of "next Saturday's payment." Weeks and months passed and Buck didn't pay up. Finally one day he came out of the woods a short distance back of the drug store with the axe on his shoulder, and took a seat on the Doctor's door step. Some one called him across the street and he went over leaving the axe leaning against the building. Dr. Wilson saw it and carried it into the store, placing it safe under the counter. He then went to his account book and made the entry, "By axe returned," and squared the account. Upon the return Buck was greatly distressed and insisted the property was his. The doctor was unmoved: "I found *my* axe sitting up against the store and carried it in the store." Finally Buck appealed to his old master to recover the axe, paying the $10.00 fee usual in Windsor for appearing in the Justice's Court, but stipulating that "I get my axe or my money back." Mr. Winston, of course, simply called on Dr. Wilson and paid the amount due for the axe, secured it and gave it to Buck. It was a long time before Buck realized that "he had been a fool to the amount of $8.75." Of course, later he got back the balance of his fee and many additional halves and quarters from his old master. But he got his axe too and as he many times boasted he "won a lawsuit against one of the biggest white folks in town."

It is doubtful, nay it is quite certain, that a doctor's prescription was never filled by Dr. Wilson. At the end of the counter on the drug store side were mortar, pestle, and spatula. In this "ten and ten" may have been occasionally compounded—ten grains of calomel and ten grains of jalap. No drug drummer ever put his foot in that store. There were none.

Dr. Wilson's wife was the owner of a score or more of slaves. These he maintained on "Wilson's Quarters," a farm seven miles in the country. He found that venture unprofitable. He did not believe in selling human beings. He finally abandoned farm and slaves to their own will and left them to "root for themselves." They were free for all intents and purposes.

Dr. Wilson was of the opinion that tea plants could be grown in Bertie County. He obtained seed from Washington City and planted them in his front yard in Windsor. It was not unusual for persons to beg a few leaves and dry them, and then make as good tea as China or Japan ever furnished. These plants remained in vigorous growth until uprooted by a subsequent owner of the lot. If you will examine a publication of the Department at Washington City about 1875 you will find this sentence, "Tea is raised in Windsor, Bertie County, N. C., by Dr. T. Wilson."

In 1851 he married Miss Roxana West and by her he had one son who died in childhood. During the close of the Civil War, Dr. Wilson and a half dozen other gentlemen of Windsor, at the instance of a "Buffalo," were arrested and carried to New Bern to the Federal Headquarters as "Confederate Sympathizers." All were discharged.

He died March 16, 1881. Among the books sold at his sale was Fenelon's "Phaedon or a Dialogue on the Immortality of the Soul" by Plato. Many of its pages have striking passages marked, and approving comments written by him. Druggist, wife

and child are buried in St. Thomas' churchyard. His tomb contains this inscription:

"He lived an honored citizen,
He died a faithful Christian."

Deaths

Mr. Eugene C. Sykes, 53 years of age, president of the Grissom Drug Co., of Greensboro, whose home was at 418 W. Washington St., fell upon the tiled floor of that drug store about nine o'clock on the night of July 31, death ensuing a very few minutes later. He was known to have suffered from high blood pressure for some years and it is thought that death was caused by a sudden attack of that nature. He had appeared to be feeling all right prior to the fatal stroke. Mr. Sykes was born in Fayetteville, but had lived in Greensboro for the past thirty years. For some years he was with the Holton Drug Store in Greensboro. Subsequently he became associated with his brother, **Mr. Archie J. Sykes,** in the Sykes Drug Co. Later he was with the Fariss-Klutz Drug Co., but for the past four years he had been with the Grissom Drug Co., of which he was president. Mr. Sykes was first married to Miss Grace Andrews and he leaves two children by that marriage. His second wife survives him, who, prior to her marriage on March 18, 1915, was Miss Edith Foushee. He also leaves a daughter by the second marriage. He was a member of the West Market St. Methodist church and was actively identified with a number of public enterprises. The Greensboro *Daily News* says of him: "He was genuinely interested in the community and in the people! He had many devoted friends. He was recognized as a druggist of conspicuous ability, held in high regard by his associates and by numberless friends."

NEW DROP SHIPMENT PRICES

$1.65 per dozen in six dozen lots—$1.62 per dozen in gross lots. Freight paid. Order from your jobber if he is a distributor. He can also give you quick service in case lots. Demand EVERFRESH—Its strictly U.S.P.

The Proceedings

of the

Fifty-first Annual Meeting

of the

North Carolina Pharmaceutical Association

held in

The Virginia Dare Ball Room
The Sir Walter Hotel
Raleigh, North Carolina

August 11, 12, 13, 1930

Also the

Roll of Members

Report of the Secretary-Treasurer of the North Carolina Board of Pharmacy, together with List of Registered Pharmacists; also the members of the Traveling Men's Auxiliary

Stenographer
Alice Noble
Chapel Hill, N. C.

THE CAROLINA JOURNAL OF PHARMACY

Vol. XII October, 1930 No. 2

ENTERED AS SECOND-CLASS MATTER JULY 5, 1922, AT THE POSTOFFICE AT CHAPEL HILL, NORTH CAROLINA, UNDER THE ACT OF MARCH 3, 1879

PREFATORY NOTES

For general information regarding the Association, or for blank applications for membership, write to the Secretary-Treasurer, J. G. Beard, Chapel Hill.

In case of the death of a member coming to your notice, advise the Secretary-Treasurer, giving such particulars as may be desirable to publish.

If you find your name omitted or incorrectly spelled, or your address erroneously given, notify the Secretary-Treasurer at once, giving your full name and address.

For legal information and advice, write to the attorney of the Association, F. O. Bowman, Chapel Hill.

For information concerning examinations, the State Pharmacy Law and its enforcement, and certificates of registration, address F. W. Hancock, Secretary of the Board of Pharmacy, Oxford.

Take notice of the advertisers who have liberally responded to requests for advertisements, mentioning the Proceedings in your correspondence with them. You can render no better service to the Association.

The 1931 meeting of the North Carolina Pharmaceutical Association will be held in Wrightsville Beach, the time to be announced later.

OFFICERS, COMMITTEES, AND DELEGATES 1930-1931

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(To be elected by Executive Committee)

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NATIONAL ASSOCIATION OF RETAIL DRUGGISTS

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A. N. MARTIN.....Rosemary

CHARLES BORDEN MILLER, of Goldsboro

Fifty-first President of the North Carolina Pharmaceutical Association

COUNTY LEGISLATIVE COMMITTEE FOR 1930-1931

(The following appointments have been made by President C. B. Miller for the coming year. The duties of these men will be to organize the druggists in their respective counties so that when necessary there can be complete co-operation in matters pertaining to legislation.)

Alamance, Burlington.....C. P. Mitchell
Alexander, Taylorsville.....C. C. Munday
Alleghany, Sparta.....T. R. Burgiss
Anson, Wadesboro.....F. G. Fetzer
Ashe, West Jefferson.....C. W. Ray
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Carteret, Morehead City.....W. Huffham
Caswell, Yanceyville.....T. J. Ham, Jr.
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New Hanover, Wilmington..J. M. Hall, Sr.
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Wayne, Goldsboro.....G. W. Waters
Wilkes, North Wilkesboro....J. P. Horton
Wilson, Wilson.....Paul Bissette
Yadkin, Yadkinville.....J. P. Norman
Yancey, Burnsville.....W. Z. Robertson

PROCEEDINGS OF THE FIFTY-FIRST ANNUAL MEETING

Raleigh, N. C.,
August 11, 12, 13, 1930.

THE CLERKS' SECTION

Monday Morning—The Sir Walter Hotel

In compliance with a request made by the Clerks' Section at the 1929 convention, the Executive Committee scheduled the meeting of the Clerks just prior to the First General Session of the Association.

The Clerks' Section was called to order by Chairman F. H. Scroggs on Monday morning, August 11, at eleven o'clock in the Manteo Room of the Sir Walter Hotel.

The first order of business was the address of the Chairman.

CHAIRMAN SCROGGS' ADDRESS

CHAIRMAN SCROGGS: *Fellow-Members of the Clerks' Section:*

This occasion is of utmost importance to all of us whether we realize it or not. We, as a representative group of our profession, are called together for a friendly intercourse, for meditation, for discussion and action, not only of the business sphere, but mainly to the advantage of our proprietors. They have set aside this period for us. This is indeed a time for thoughtful deliberation. During the present period of so-called readjustment many have bitter grievances, petty jealousies, and personal differences which disturb their friendly relation. These may be the result, more or less indirectly, of the present depression.

Of course, now in this convention of the Association we come together as the best of friends, and everyone has an air of mutual accord and agreement, but just as soon as our home town is reached our neighbor pharmacists are not looked upon with as much enthusiasm and real friendship. That is detrimental. Why can't we all be bound together more closely? Some say "Well we have to look out for ourselves, and the chain stores are making such inroads on our business that it is necessary to stay at our business and not spend time visiting in other stores." My friends, you are young and so am I, but we are old enough to realize that it is absolutely necessary for us to be neighborly with our brother pharmacists. We must be ready to come to their rescue, if necessary, in so far as good business judgment permits. For my part, I want to get out and see how my competitors are doing things. All of which works out to a mutual advantage if taken in the light as it should, which will bind us with a tie of mutual co-operation and good-fellowship. This, aside from being to our own advantage, will serve more to stamp out the chain store, cut-price evil than anything.

Personally, I think that week-end specially priced merchandise, anniversary sales, and vacation specials are really good for stimulating business. At the same time every store and every town may not need these inducements, and I am sure that all of you will not agree with me. However, that is neither here nor there. What I want to say is that by close co-operation with our proprietors and by good fellowship with our pharmacist competitors we'll have nothing to fear from chain stores. Of course, the chain store is with us to stay. We will always have them to a certain extent, but according to recent statistics, they are on a decrease generally in the matter of opening new stores. The so-called chain store idea of cutting and slashing prices of leading merchandise probably gets the crowds but the independent pharmacist has a better showing to "get going" at present than he has had in several years for the simple reason that with the knowledge of chain store methods of doing business, plus the individuality of the community drug store having the advantage of a personal touch, which is a most valuable asset, we have the opportunity of paving our success by means of close co-operation and good-fellowship in our profession. When I say chain stores I mean organizations that are financed with outside capital, and stores operated by men who do not have any interest in the druggist profession whatever except to make fifty cents.

The drug business as a whole is one of the most sound, judging from records of failures. Of course in this State we have a few stores that have gone into the hands of receivers, but it is a very small per cent. compared to the wholesale, dry goods and grocery merchants, as well as to personal failures. I do not recall any notice of any druggist's property being advertised for taxes. No doubt there are a few, but as a whole the drug business is substantial.

But fellow clerks, our proprietors have been faced, and are now being faced with the inevitable depression. We'll live through this of course, but it requires patience, both on our part and that of proprietors. It is up to us as loyal cohorts to stand by our proprietors. Try to understand them, get their view point, and then give them honest, and efficient service. Be loyal. Be on time to your work. There is not any excuse for being late, other than some unexpected, unavoidable circumstance.

Make suggestions—and make yourself understood. Identify yourself with the store and its clientele. Be loyal to the customers. We are our proprietors' representatives. Whatever we do

is reflected upon them indirectly. If these suggestions are carried out in all earnestness, our future advancement will be assured. Besides there is a pleasure and satisfaction in knowing that our work has been done as well as we knew how.

All of us must strive toward the same goal—efficiency. The word itself means competent, energetic, one who is capable of producing the desired results. May we all live with that end in view, in justice to ourselves, to our families, as well as to our proprietors. They all repose confidence in us. (Applause.)

The Secretary was called upon for the minutes of the last meeting. Thereupon Secretary Tripp read the minutes as they appeared in the 1929 Proceedings, including the resolution adopted by the Section in regard to the Pharmacy Corps Bill.

Attention was called to the fact that the Pharmacy Corps Bill is to come before the next session of Congress, and the clerks again pledged themselves to use their efforts to secure the passage of the bill.

Chairman Scroggs deplored the fact that so few druggists attended the meetings of the Clerks' Section and asked for suggestions to increase attendance and interest.

A general discussion of the matter ensued.

Secretary Tripp reported that during the month of June the Chairman and Secretary of the Section had met in Chapel Hill with Messrs. J. G. Beard and C. T. Durham to formulate plans for the meeting. 150 postal requests were sent out at a cost of $5.00 in an effort to increase attendance and to guarantee a profitable program. In addition, several clerks were urged through letters to prepare papers. There were very few responses to these requests.

Upon the motion of Mr. Durham the incoming president was authorized to appoint a Program Committee for the 1931 meeting.

The election of officers for 1930-31 was the next order of business.

It was decided to make the nominations for officers from the floor instead of through a Nominating Committee. Mr. F. H. Scroggs, of Wilson, was re-elected Chairman, and Mr. G. O. Tripp, of Elm City, was re-elected Secretary.

Chairman Scroggs appointed the following Program Committee for the coming year: Messrs. K. V. Franklin, of Raleigh, J. D. Bain, of Lexington, and Carl T. Durham, of Chapel Hill.

Mr. J. G. Beard: Would it not be a good idea to call on each individual here and ask him to bring out anything he has to offer, not only to promote the welfare of this Section, but of the clerks' as a whole? Let's make the discussion informal.

Thereupon there was a general discussion of problems of interest to clerks.

The fact was deplored that oftentimes inferior clerks secure the positions of well-trained druggists because of their willingness to work for almost nominal salaries. It was felt, however, that the higher educational requirements for pharmacists is gradually overcoming this evil.

Mr. Beard gave a synopsis of the educational requirements for pharmacists at present and outlined briefly the higher qualifications anticipated.

Mr. Durham called attention to the fact that at the next session of the General Assembly a bill will undoubtedly be introduced restricting the sale of hypnotic drugs. He felt that in such legislation the Association should take the lead in framing a bill. He hoped this matter would be discussed in the general sessions of the Association.

The Section passed a resolution thanking the Association for allocating a place on the program to the Clerks and asking that the address of the Chairman be read before the general Association.

There being no further business the meeting adjourned.

FIRST GENERAL SESSION OF THE ASSOCIATION

The fifty-first annual meeting of the North Carolina Pharmaceutical Association was called to order by President C. C. Fordham, Sr., of Greensboro, on Monday afternoon, August 11, at two o'clock, in the Virginia Dare Ball Room of the Sir Walter Hotel.

President Fordham: *Ladies and Gentlemen:* The time has arrived for the opening of the fifty-first annual meeting of the North Carolina Pharmaceutical Association. There being a quorum present I declare the meeting open for business.

Thereupon the invocation was pronounced by Dr. J. F. Herbert, pastor of the Central Methodist Church, of Raleigh.

The Hon. Josephus Daniels was then called upon to welcome the druggists as the official representative of the City of Raleigh.

Mr. Daniels said that he was one of charter members of the Association because in 1880 he had worked in Wilson in the drug store of Mr. E. M. Nadal, and had addressed the envelopes and "licked the stamps" of the letters of invitation to the druggists to meet together for the purpose of forming the Association. He then recalled the early conditions of pharmacy in this State, and also traced the history of pharmacy from Biblical times until today. Concluding he observed that the pharmacist's profession is a pleasant one, because it renders service. "Pharmacy has now developed," declared the speaker, "into a profession wherein scientific precision is among the prime essentials. . . . Pharmacists render a great service with courtesy and with pleasure."

The response to Mr. Daniels' welcome was made by First Vice-President C. B. Miller of Goldsboro.

Mr. Miller observed that the growth of Raleigh had been great since the Association was founded on August 11, 1880, and said that the pharmacists were proud to be back in the capital city where the organization was started on the pathway of usefulness. In conclusion he paid tribute to the local druggists and to the traveling men who had formulated the splendid entertainment program.

PRESIDENT FORDHAM: *Ladies and Gentlemen:* If the next speaker is half as good a speaker as he is a letter writer you have a great treat in store for you. I take pleasure in introducing to you a fellow-druggist, a member of this Association, and the Collector of Internal Revenue in North Caroline—the Hon. Gilliam Grissom.

Mr. Grissom spoke on behalf of the druggists of Raleigh, declaring that these pharmacists had "held aloft the standards raised by the organizers of the North Carolina Pharmaceutical Association." Continuing, he paid tribute to the druggists of the State, emphasizing the fact "that no one of them has ever become entangled in Federal laws governing the profession of pharmacy." Concluding, the speaker offered a prescription for Association members: "Old Dr. North State, has compounded for the assurance of your future welfare and happiness equal parts of Usefulness, Advancement, Success, Happiness, Contentment and Intelligence, which should be applied both internally and externally."

MR. GRISSOM: *Fellow-Members:* If Secretary Hancock had handed me this copy of the 1880 Proceedings a half an hour earlier you would have had the best address of welcome from a local druggist ever delivered before this Association for in this book is the greeting extended by my father on behalf of the Raleigh druggists when this Association was founded fifty years ago. (Applause.)

Mr. Goode responded briefly to Mr. Grissom's words of welcome. He praised the founders of the Association, the Raleigh druggists of former years and of today, and paid especial tribute to the surviving charter members. In conclusion, he thanked the citizens of Raleigh for their very cordial welcome.

At this point Local Secretary B. Frank Page made several announcements in regard to the convention program.

SECRETARY J. G. BEARD: At this time I wish to extend to Mr. Jas. R. Young, the privileges of the floor. Mr. Young was one of the charter members of this Association and helped to frame the constitution and by-laws. We are delighted to have him with us and we hope he will come to the meetings each year.

Mr. Young graciously acknowledged the introduction.

SECRETARY BEARD: Mr. E. G. Birdsong, formerly a member of this Association, and at one time its president, is now Commissioner of Public Safety in the City of Raleigh. He has had some N. C. P. A. placards printed and asks that the delegates put them on their cars. The local police will be very lenient with cars bearing such placards.

The roll call was the next order of business.

SECRETARY BEARD: *Mr. President:* I move that the calling of the roll be dispensed with since the book for registration purposes is being kept by the Assistant Secretary-Treasurer and this will give us a record of those present.

(Motion seconded and carried.)

President Fordham then called for the minutes of the preceding meeting.

SECRETARY BEARD: I move that this order of business be dispensed with since the minutes were published in the CAROLINA JOURNAL OF PHARMACY and distributed to all members of the Association.

(Motion seconded and carried.)

Applications for membership were next called for, but it was decided to postpone the admission of such new members until a later session.

PRESIDENT FORDHAM: I will ask the Secretary to present the visiting delegates.

SECRETARY BEARD: The first delegate, or rather visitor, whom I shall introduce to you will address you tomorrow morning. The man in question is the President of the American Pharmaceutical Association, but is best known to you as the Secretary of the National Association of Boards of Pharmacy. I present to you Mr. H. C. Christensen.

Mr. Christensen acknowledged the introduction.

SECRETARY BEARD: I need not introduce the gentleman who is sitting on his left. He is a Tar Heel, who left North Carolina by mistake. We hope he regrets it. He is now Secretary of the A. Ph. A. I am simply reflecting what our members feel when I say we are glad to have you back, Dr. Kelly, and wish you would consent to make us such a speech as you made at the Winston-Salem meeting in 1921.

Dr. E. F. Kelly acknowledged the introduction.

SECRETARY BEARD: We also have present Mr. G. E. Heller, of Bedford, Va., President of the Virginia Pharmaceutical Association. I move, *Mr. President*, that Mr. Heller be extended all of the courtesies of the floor, and I wish to say that we are glad to have him and his wife present for our deliberations.

(Motion seconded and carried.)

President Heller acknowledged the presentation.

SECRETARY BEARD: The next visitor is the man who does a large part of the work of the Virginia Pharmaceutical Association. This guest is Mr. A. L. I. Winne, the Secretary-Treasurer of the organization. He came with his wife to our meeting which doubles our joy in having him with us.

Secretary Winne acknowledged the presentation.

SECRETARY BEARD: The National Wholesale Druggists Association has appointed the following delegates to our meeting: Messrs. B. Frank Page, P. A. Hayes, C. H. Stephenson, Jr., Edward Ahrens, and M. M. Murphy.

At this point President Fordham appointed the following as the Nominating Committee: Messrs. E. V. Zoeller, *Chairman*, Ed. C. Adams, E. L. Tarkenton, F. H. Scroggs, Julian E. White, John K. Civil and E. E. Missildine. Later it was found that Mr. E. L. Tarkenton was not present and Mr. S. M. Purcell was chosen in his stead.

President Fordham also appointed the following as a Committee on Time and Place of Next Meeting: Messrs. J. P. Stowe, *Chairman*, C. L. Eubanks, and A. C. Cecil.

At this point Vice-President C. B. Miller was called to the chair while the President's Address was being read.

PRESIDENT'S ADDRESS

PRESIDENT FORDHAM: *Mr. Chairman, Members of the Association, Ladies and Gentlemen:*

It is with sincere and humble appreciation that I acknowledge the honor which you have conferred upon me by elevating me to the presidency of our association. The experience has been one of great meaning for me and I come to its close regretting only that I could not have been of greater service to you.

I am especially anxious to record at the outset our great indebtedness to the City of Raleigh, whose guests we are to-day. Raleigh is renowned for her hospitality. To the local committee of the Association, which has wrought so well in fashioning our Convention, I hasten to extend the thanks

of the Association. We are grateful for their every effort.

No one needs to be reminded of the effective manner in which the Travelling Men's Auxiliary continues to contribute to the life and pleasure of our meetings. They are good entertainers. To them I express the appreciation of the Association, and for them I wish nothing less than good business with a rapid movement of goods.

It is not my purpose to embarrass with extravagant flourishes those able officers of the Association who really carry the burdens of administration. But I do wish to say to Mr. Beard, to Mr. Bowman and to Miss Noble that they have served the Association faithfully and well. We are fortunate in having their aid and gratefully acknowledge their loyalty and efficiency. The CAROLINA JOURNAL OF PHARMACY, which is published by them is a most creditable and useful vehicle for the maintenance of contact with the members of the Association.

The legislative work of Mr. Bowman is not to be passed unmentioned. He has been a most active and effective force in representing the druggists of the state in all state legislative concerns affecting druggists. He has handled a difficult job well.

It is eminently fitting that we are holding this, the fifty-first, meeting of our Association in Raleigh. Just fifty years ago to-day the druggists of North Carolina, recognizing the need of organized effort in the advancement of pharmaceutical knowledge and the maintenance of high standards within the profession met in this city and organized the North Carolina Pharmaceutical Association.

No meeting has ever been held which was not favored by the presence and counsel of some of our charter members. Most of them have passed on to their rewards but those who remain are yet stalwart pillars in our body and have won the esteem and affection of us all. We are happy to have them represented on this occasion. Our meeting would not otherwise be complete.

I

It may be well to make early reference to some internal concerns of our organization.

Our failure to maintain the usual gain in membership is much to be regretted. Such bodies can be effective only if they have a wide and preponderant membership. The Association should be representative of every reputable drug store in the State. It is desirable, therefore, that every effort be made to bring more and more pharmacists into the organization. At no time during the history of the body has there been a greater need for the aggressive advancement of the ideal of the profession of pharmacy than the present. Whether the independent profession of pharmacy will survive is the question.

It will suffice simply to mention the importance of the conscientious discharge of the obligations of membership. It should not be necessary to put a collector on the road to collect the dues of members. Yet that has been the case for several years past. Moreover, and this for the absent members, it is only through active participation in its meetings and councils that each individual druggist enjoys the positive advantages of membership. The genius of professional and trade associations is co-operation.

There is a question whether predatory price-cutters should be barred from membership in the Association. The problem is an old one not peculiar to druggists. I am prepared to make no definite proposal in this regard but it seems to me that any practices inconsistent with the furtherance of the objects of our body may well be considered grounds for exclusion.

II

It is believed that there has never been a time during which the position of pharmacy in North Carolina was more uncertain and difficult than now. Drug stores are burdened with an undue share of the tax load. What was formerly left largely to the retail drug trade, the sale to the public of patent medicines and toilet goods, is a field now exploited by department and grocery stores. The former do not carry such articles with a view to immediate profits from the sale thereof but rather under the policy of selling goods of this class at a low figure in order to deflect drug store customers into their stores, with no deliberate purpose to injure druggists it is true, but under the practical theory that the first step in the selling of their goods is to get people into their stores. The chain store movement is a business development which tends to submerge the professional pharmacist in the retail drug business in the role of a clerk. And just at this time general economic depression lends added gloom to the picture.

But the position of the pharmacist is not an entirely unhappy one. The independent druggist can carry on despite the fact that he is usually at a disadvantage in merchandising by constant devotion to the professional end of his business. The movement toward higher standards for admission to the practice of pharmacy, looking to the exclusion of the unfit, is promising. Increasing interest in the health of the public gives impetus to the movement.

As long as the independent druggist fills a public need will he find favor in the public eye, and no longer. And there is an enduring need for the services of men who know pharmacy thoroughly and have a keen sense of professional responsibility.

Certainly we must be merchants. We must continue to display our wares and to employ the arts of salesmanship. But I am inclined to agree with those who believe that if pharmacy is to endure we must practice the profession as our chief occupation. Small retail units cannot generally compete successfully against chain and department stores in merchandising. They lack the organization and the equipment. When we come again to devote ourselves primarily to the health

of the community and the needs of the sick the phrase, "Your druggist is more than a merchant," will have some content.

It is significant that great leaders in the profession have advocated the restoration of the ancient symbols of drug stores. Dr. Beal and President Christiansen of the American Pharmaceutical Association would have us bring out the gilded mortar and pestle, the familiar colored globes and the old line of shelf bottles once wont to adorn our shelves. It is speculative, of course, whether this move would be very effective. Certainly, however, there could be no harm in resorting to symbols which tend to emphasize in the public eye that a drug store is a place for the practice of pharmacy. The late tendency has flooded too strongly the other way.

III

Since, of course, this has been an off legislative year in this State there are no State enactments affecting our profession to notice. However, there are legislative concerns of extreme importance to all of us which should be considered prospectively.

It is believed that the druggist in North Carolina carries an undue share of the tax burden. And we may expect no one but ourselves to urge the inequity of the situation upon our legislators. I have in mind particularly what well may be termed "Nuisance" taxes. They include the numerous different privilege or license and stamp taxes which are too well known to us all. Their burden lies as much in the trouble incident to their payment or collection, involving detailed reports in several instances. as in their aggregate financial demands.

Probably the most onerous of all nuisance taxes from our standpoint is a sales tax. We assumed the burdens of the war tax of the recent war period cheerfully because we were aware of the emergencies of the time. We could have done no less. But there are no such abnormal conditions to-day to justify a stamp tax in this State with its resulting inequalities.

Some of our neighboring states have resorted to this type of taxation with very unsatisfactory results. The public has demonstrated its disapproval by patronizing mail order houses and thus turned business out of the State to the injury of local distributors. The retail merchant cannot absorb the tax and meet out-of-state competition.

Just at this time there is considerable agitation in the State for the enactment of a sales tax which will probably find advocates among our Assemblymen when they meet next winter. Such a tax, it is submitted, would be a continual sore upon the side of ordinary retail transactions. It would probably eventuate as a tax upon the merchant because the consuming public is not in a humor just now to accept a shift of the burden to itself. As has been suggested it would doubtless tend to stimulate mail order and out of state business in states having no sales tax to the injury of local merchants. More than that a sales tax, unless set up in the form of a stamp tax, would render every merchant a tax collector with no compensation for his expense and trouble. And a stamp tax would be just as great a burden since it would entail the added function of stamping every package subject to the tax.

It is believed, therefore, that we should exert ourselves to the limit to prevent the enactment of a sales tax and this in the interest both of ourselves and of the people of the State generally.

During the past year there has been legislative activity in the national councils of interest to the North Carolina druggist.

On April 9, 1930 President Hoover signed the Parker Bill, which gives pharmacists in the public health service the commissioned rank already accorded to medical officers with a view to making pharmacy work in this department of the Government a career service. It is gratifying to all who cherish the ideals of our profession to learn that pharmacy has been thus recognized by the national Congress.

The Porter Narcotic Bureau Bill was signed by the President on June 14 and became the law of the land on July 1st of the current year. It set up a new bureau to administer the Harrison Act. It is none too welcome to druggists since it draws more rigid the irrelevant restrictions under which we now labor with respect to narcotics.

The Pharmacy Corps Bill, framed to create a pharmacy corps in the medical department of the Army has been introduced in Congress but did not proceed to a hearing before the recent adjournment. It would give pharmacists like recognition as doctors of medicine in the Army.

Ever since the famous Miles Medical Company case, decided by the Supreme Court nearly twenty years ago, the decision being adverse to resale price maintenance, there have been bills framed to authorize the practice dying a slow death in Congress. Finally the Capper-Kelly Bill, the latest effort in this behalf, was brought before the Federal House of Representatives under a special rule of the rules committee but too late to command consideration before adjournment.

The Capper-Kelly Bill and the conditions which it is framed to ameliorate are too well known to you to require detailed treatment in this paper. If unbridled price-cutting is a practice beneficial to the public then this legislation is insupportable. But my experience in the drug trade impels a contrary conclusion. It seems to me that it is more desirable, that the public be offered commodities at standard prices which openly assure the retailer a respectable profit than that some commodities which are well known to the public be sold at or below cost while less well-known products are sold to consumers at extravagant hidden profits.

Resale price maintenance embodies scant danger of monopoly prices. The manufacturer in setting his price must reckon with the economic fact that there is a place in the price scale at which the public would rather use something else or do without than pay his price. Resale price maintenance was not the real object of attack in the

Sherman Anti-Trust Law. That law was aimed at large business combinations tending to monopoly. Resale price-fixing by private contract was brought within its prohibitions only by force of judicial construction.

IV

The alert retail druggist will always cultivate the good will of manufacturers and jobbers, not in any slavish sense, mind you, but on even terms. It is for him to realize that the manufacturer, the jobber and himself all work at specialized services linked together in the great chain of production and distribution. He is at the last link in the chain. It behooves him to maintain a spirit of good will and co-operation with those from whom he must obtain his wares. Thus he may accord manufacturers display space for their advertising programs and more especially maintain his credit unblemished.

But something may be expected of producers and the jobbers. Of late more than one manufacturer has raised his price to distributors when it was apparent that conditions would not permit the retailer to effect a corresponding increase in his prices. This leaves the retailer to absorb the increase in price. Such manufacturers may well be classed as unfriendly to retail druggists and merit no further courtesies at our hands. The retailer is entitled to a fair profit from his dealings with a product. This the manufacturer well knows. But he will know it even better when he finds druggists firm enough to deny him any co-operation in such matters as his quantity buying deals or his advertising and display schemes, until he accords them fair treatment.

In conclusion, I wish to express my appreciation for the splendid co-operation and support which has been accorded me by all our officers during the year. When this convention has been concluded we can do nothing better for the cause of pharmacy in North Carolina than to return to our drug stores prepared and determined to give the new officers of the Association that confidence and active support which will render possible its greatest usefulness. (Applause.)

Upon motion, duly seconded and passed, the President's Address was referred to a Committee to be appointed by the Chair.

Vice-President Miller appointed as a Committee on the President's Address Messrs. G. K. Grantham, *Chairman*, Paul Bissette, and J. C. Brantley. Later it was found that Messrs. Bissette and Brantley could not serve on the Committee and Messrs. S. E. Welfare and Jos. Hollingsworth were chosen in their stead.

At the Fifth Session the Committee on the President's Address made the following report:

We, your committee, have examined the President's Address and are heartily in accord with his views and recommendations, and we especially urge every druggist to oppose any further taxation on the drug business in the form of stamp tax, sales tax, or otherwise.

Respectfully submitted,
(Signed) G. K. GRANTHAM, *Chairman*,
S. E. WELFARE,
JOS. HOLLINGSWORTH.

The report of the Committee was accepted.

At this point President Fordham resumed the chair.

President Fordham next called for the report of the Secretary-Treasurer of the North Carolina Pharmaceutical Association.

SECRETARY-TREASURER'S REPORT

SECRETARY-TREASURER BEARD: I have the honor to submit in the following pages my annual report for the year ending June 1, 1930. It is divided into two parts, financial and general. From the financial part I will read only summarized figures since there is attached for examination and audit by the Executive Committee an itemized and detailed account of all receipts and disbursements together with countersigned vouchers to prove all payments made and a certified check to cover cash balance in bank.

FINANCIAL STATEMENT COVERING THE YEAR ENDING JUNE 1, 1930

RECEIPTS

Cash Balance from 1928-29			$3,081.20
Securities on hand from 1928-29			350.00
Dues:			
Old Members	$4,015.50		
New and Life Members	622.00		4,637.50
Registration Fees and Interest Returns			445.00
Miscellaneous (Contribution)			12.00
Total Receipts			$8,525.70

DISBURSEMENTS

Salaries:			
F. O. Bowman	$2,400.00		
J. G. Beard	500.00		
Alice Noble	1,399.98		
C. M. Andrews	50.00		
Stenographic Aid	3.50		
Telegraph Costs Added to Miss Noble's Check	.90	$4,354.38	
Postage, Telephone and Telegrams		86.04	
Traveling Expenses:			
A. G. DuMez	$ 62.36		
F. O. Bowman	526.75		
J. G. Beard	55.86	644.97	
Printing, Engrossing and Mimeographing		107.00	
Miscellaneous:			
Golden Anniversary Badges	$ 60.00		
N. A. R. D. Dues	25.00		
Lantern Slides	42.40		
Convention Badges	42.98		
B. F. Page—Registration Fees	360.00		
Sundry Items	56.50	586.88	
Total Disbursements			$5,779.27

ON HAND

Securities	$ 350.00	
Certificate of Interest-Bearing Deposit	2,040.00	
Cash in Bank	356.43	
Total Assets	2,746.43	$8,525.70

Receipted itemized vouchers, etc., authorized by the Executive Committee and approved by President Fordham, are attached to this report to prove the payments listed above. There is also attached a certified check and certificate of deposit to cover cash balance on hand.

This report has been examined, audited and approved by the Executive Committee sitting in session July 3, 1930.

GENERAL REPORT

Proceedings

In accordance with recent custom the minutes of the last meeting were printed and distributed as Vol. XI, No. 1, of the CAROLINA JOURNAL OF PHARMACY. The cost of printing and mailing these proceedings was borne by the JOURNAL.

Membership

The roll of members on May 31, 1930, stood as follows:

Regular Members	775
Associate Members	84
Charter Members	5
Life Members	29
Honorary Members	7
Total	900

This is exactly the same number as of 1928-29 in spite of the prediction that the total would be lower than last year. It should be borne in mind, however, that only a fraction of the 900 members have paid dues in full.

The following members have died during the year:

James Dickson Nutt, Wilmington, June 3, 1929.

Walter Spurgeon Martin, Canton, July 31, 1929.

Jas. S. Webb, Wadesboro, July 31, 1929.

Seth Creech, Kinston, September 7, 1929.

Floyd Benton Souders, Fayetteville, September 29, 1929.

Erwin W. Blythe, Brevard, December 17, 1929.

Elmer Jesse Pittman, Elm City, January 3, 1930.

Harvey Hooper McKay, Gastonia, January 24, 1930.

Paul Barclay Henley, Fayetteville, February 13, 1930 (Associate).

Herma L. Hicks, Rocky Mount, March 10, 1930.

Edward Manning Hardin, Wilmington, April 15, 1930.

Hobart William Richardson, Asheboro, April 19, 1930.

The following resignations have come in since my last report:

Robert M. Jetton, Comer, Ga., June 1, 1929.

William Alfred Underwood, Asheboro, April 25, 1930. (Associate).

Four new Life Members have been secured during the year. They are: Messrs. P. D. Gattis, Raleigh; D. C. Lisk, Charlotte; E. W. O'Hanlon, Winston-Salem; and J. L. Sutton, Chapel Hill.

The list that follows shows the 48 members who were dropped for non-payment of dues:

Regular Members

O. T. Alexander, Waynesville

Ben Shaw Barnes, Kinston

Mabel Barnhill, Bethel
William Henry Blauvelt, Asheville
David Thomas Briles, Rocky Mount
Samuel Brainard Burrus, Asheville
Joseph L. Crenshaw, Hendersonville
Edward M. Davis, Roxboro
Hugh Curtis Dover, Charlotte
Fred Henry Fleming, Fuquay Springs
W. B. Gilbert, Charlotte
Charles Washington Henderson, Durham
John Leland Henderson, Hickory
Fred Lambert Hooper, Sylva
Joseph Drewry Joyner, Franklinton
Thomas Ricaud Koonce, Wilmington
Walter Allen Lane, Tarboro
Horace Reginald Lewis, Biltmore
E. B. Mayberry, Washington, D. C.
William Mason Mebane, Asheville
Clarence Mason Miller, Rose Hill
Wortha Williard Miller, Wallace
Jesse Turlington Morgan, Benson
J. P. Norman, Yadkinville
Harry E. Payne, Wilmington
Elijah B. Perry, Littleton
David Earle Powell, Asheville
Albert Roberts Pruett, Jacksonville, Fla.
Charles Cicero Reins, Winston-Salem
*Jacob Fletcher Rosemond, Hillsboro
William Edgar Ross, Leaksville
Claude Fuller Shelton, Chadbourn
James Filmore Smith, Jackson Springs
James Clyde Taylor, Knightdale
Julius Blakeney Threatt, Durham
Bobbitt Marcus Tuttle, Murphy
Cyrus Rankin Wheeler, Winston-Salem
Elliott Sylvester White, Burlington
Clarence Thomas Woodward, Charlotte

Associate Members

Robert Hoyle Cook, Asheville
John Wesley Dellinger, Stanley
William Wesley Huggins, Wilmington
Wesley S. Rush, Candor
Daniel Ralph Shaw, Lumberton
Bernard Cleveland Sheffield, Warsaw
A. F. Stapleton, Glenville, Ga.
Hamilton Polk Underwood, Fayetteville
Perry Dare White, Charlotte

The following sixty-two affiliates have been added to the rolls:

Regular Members

Harvey Arthur Ackerman, Winston-Salem
Will Johnson Adams, Murphy
Garrette Earl Andes, Charlotte
Julian LaFollette Baker, Nashville
Manlus Ray Barnhardt, Rockwell
C. H. Berryman, Burnsville
*Erwin W. Blythe, Brevard
David Benjamin Browning, Rocky Mount
Durward Heber Creech, Smithfield
James Richard Curtis, Kings Mountain
J. T. Dillehay, Southern Pines
Van Wyke B. Elkins, Siler City
Cary Hunter Fleming, Raleigh
John Miller Fleming, Waxhaw
Leland Burt Grantham, Asheville
Fred Lambert Hooper, Sylva
Sam Jenkins, Waltonsburg
C. L. Lawrence, Asheville
Ralph P. McNeely, Charlotte
Felix Porter Meroney, Greensboro
Wilton Hamlin Morriss, Roxboro
M. B. Mintz, Southport
Ralph Siler Morgan, Spruce Pine
George Wilbur Markham, Greensboro
Wilton Hamlin Horriss, Roxboro
John Basil Nelson, Greensboro
Elijah B. Perry, Littleton
Charles Otis Pickard, Mebane
Bascom Rommie Phifer, Monroe
Jesse Benjamin Pickelsimer, Brevard
William Leroy Rogers, Gastonia
Claude Fuller Shelton, Chadbourn
Verner Franklin Smith, Greensboro
Joseph Neal Stamps, High Point
Lewis Blanton Stacy, Gastonia
Benjamin Franklin Stone, Lumberton
Julius Blakeney Threatt, Durham
Ernest Eugene Thomas, Roxboro
Harry Wilbur Walker, Norlina
Wilbur Latham West, Roseboro

Total—40

Associate Members

Chas. A. Almond, Wilmington
Earle G. Barefoot, Canton
T. S. Barnes, North Wilkesboro
J. A. Bass, Wilson
Robert Marvin Brame, Jr., North Wilkesboro
Ernest E. Browne, Ronda
Robert G. Garland, High Point
J. Frank Greene, Bakersville
F. W. Heslip, Wilmington
J. F. Johnston, Mooresville
Weldon C. Matthews, Morehead City
F. B. Maus, Greensboro
W. E. Michael, Asheville
James Edward Perry, Franklin
G. Rufus Ratchford, Gastonia
R. S. Rittenbury, Bailey
Willie Neal Robertson, Laurinburg
W. S. Rush, Candor
Barnard Cleveland Sheffield, Warsaw
William Dorsey Welch, Morehead City
W. Y. Whitley, Fremont
Richard E. Young, Asheville

Total—22

Total New Members—62

On May 31, this year, the situation in respect to members in arrears was as follows:

169 owed for one year the sum of $1,318.00
69 owed for two years the sum of $1,136.00
54 owed for three years the sum of $1,043.00

Thus on June 1, 1930, 292 members in arrears were due the treasury $3,497. Although this sum is a bit larger than usual it is not alarmingly so, particularly when economic conditions

* Now Deceased.

are fully considered. Mr. Bowman, who canvassed the State for new members and to collect dues, worked unusually hard and to him should be given much credit for holding our arrearage to a reasonably low figure and for maintaining our list of members at 900.

Results of Mail Balloting

As usual mail ballots were sent out last year almost immediately after the Asheville meeting that listed the nominees for the various elective offices. The members mailed their voting cards to President Fordnam and at the expiration of the time limit of thirty days he submitted them for tabulation to the Canvassing Committee composed of Messrs. C. M. Fordham, *Chairman*, J. R. Kelly, and Ed. Nowell, all of Greensboro. The following results were announced by the Committee and published in the CAROLINA JOURNAL OF PHARMACY. *For President*, C. B. Miller, of Goldsboro: *First Vice-President*, J. C. Hood, Kinston; *Second Vice-President*, G. A. Iseley, Raleigh; *Third Vice-President*, Fred Hester, Asheville; *Secretary-Treasurer*, J. G. Beard, Chapel Hill; *Members of the Executive Committee*, J. C. Brantley, Raleigh, J. A. Goode, Asheville, and Warren W. Horne, Fayetteville.

Conclusion

In conclusion I wish to thank those who have helped me during the past year. It has been a real privilege to work with the officers of the Association and I am most grateful for the many courtesies extended to me.

Respectfully submitted,
(Signed) J. G. BEARD.
Secretary-Treasurer.

Upon motion, the report of the Secretary-Treasurer was received with the thanks of the Association.

President Fordham next called for the report of the Executive Committee.

REPORT OF THE EXECUTIVE COMMITTEE

First Meeting

The Executive Committee held its first meeting in the Lounge of the Battery Park Hotel in Asheville on Thursday afternoon, June 20, 1929. The following four members, constituting a majority, were present: Messrs. Fordham, Horne, Durham and Beard. The first named was made chairman, and the last named was made secretary of the newly organized committee.

The first order of business consisted of a renewal of the contract with Mr. F. O. Bowman under the same terms and conditions as obtained in 1928-29. Mr. Bowman agreed to make the canvassing trip during the summer under an arrangement like the one of last year.

Mr. C. M. Andrews, of Burlington, was re-elected Assistant Secretary, and Miss Alice Noble was elected Associate Secretary. An arrangement was perfected between the JOURNAL and the Association by which Miss Noble will for this year receive a combined salary of $1,500.

Mr. B. Frank Page, of Raleigh, was elected Local Secretary for the 1930 convention to be held in Raleigh.

It was voted that the time of the next meeting should be left to the Local and General Secretaries.

The Executive Committee decided to re-affirm a position it took several years ago to the effect that all arrangements pertaining to the annual convention must first be sanctioned by the Executive Committee. The Local Secretary is to be advised of this fact and also of the following arrangement:

The Secretary-Treasurer places at the disposal of the Local Secretary either all or such part as is necessary of the sum of the registration fees collected at the Asheville meeting. The amount is $360. It is understood that the Local Secretary is to bear all of the expenses of the meeting such as purchasing badges, printing programs, bearing the expenses of the principal speaker, etc. In other words the Local Secretary gets all of the receipts from registration fees and pays all costs incidental to the convention he is handling.

After considerable discussion it was decided to follow the same budget effective last year with the exception of the increased salary for Miss Noble. The Secretary-Treasurer was instructed to secure authorization from the Executive Committee if any unexpected expenses develop not listed in the budget. There being no further business the meeting adjourned.

Second Meeting

The second meeting of the Executive Committee was held in the Sir Walter Hotel in Raleigh on the morning of July 3, 1930, with the following members in attendance: Messrs. Fordham, Horne, Brantley, Durham and Beard. Present also was Local Secretary B. F. Page.

The Committee considered very carefully the convention program for the Raleigh meeting and finally adopted the plan that will be followed at this meeting.

The Committee authorized the Secretary-Treasurer to pay out of the general funds whatever expenses are attached to the visit of Dr. H. C. Christensen, the principal speaker at the Raleigh meeting.

The Committee examined the report, records and vouchers of the Secretary-Treasurer and after approving the general report audited the financial statement and found it to be correct.

General Association matters were discussed but no further actions were taken and the Committee adjourned at 12:30.

Respectfully submitted,
(Signed) J. G. BEARD,
Secretary.

The report of the Executive Committee was accepted.

PRESIDENT FORDHAM: Are there any resolutions to be submitted at this time?

Mr. Goode presented the resolution appearing on page 56 and it was referred to the Committee on Resolutions.

The annual report of the Secretary-Treasurer of the North Carolina Board of Pharmacy was next called for.

The report was read by Secretary-Treasurer F. W. Hancock and will be found in a later section of the Proceedings devoted to the Board of Pharmacy.

Upon motion the report was accepted.

SECRETARY BEARD: I have just discovered that Dr. E. F. Kelly has to leave tonight, and since he has been kind enough to come down to visit us, and since he is an Honorary Member of the Association, and since he is a North Carolinian, and since we all like him, I am going to ask him if he will say a few words to us.

Dr. Kelly stated that he appreciated the opportunity to express his pleasure at being present and to congratulate the organization on the completion of its successful fifty-year career. He expressed the hope that the meeting marked the beginning of an even longer period of service and accomplishment. The speaker stated that although he brought the greetings of the A. Ph. A., Dr. Christensen was the official representative of the Association and that he preferred to attend the convention as a Tar Heel. He then paid tribute to the work of the Association and in conclusion eulogized some of the early leaders of North Carolina pharmacy whom he had known when he was a school boy in this State. He paid particular tribute to Messrs. Wm. Simpson, J. Y. MacRae, E. M. Nadal, and H. R. Horne.

Upon motion the meeting adjourned.

SECOND SESSION

The second session of the convention was called to order by President Fordham at 7:30 on Monday evening.

There was first presented a moving picture film, screened through the courtesy of the Eastman Kodak Company and projected through the kindness of Mr. H. C. Neil, of the Coca-Cola Company. The film was entitled, "The Three Call Line," and gave the druggists many suggestions for securing more business through the handling of Kodak films and carrying on a developing business in their stores. The Kodak business is a three call line, according to the film. (1) The film is purchased; (2) it is brought back for developing; and (3) the customer returns for the finished pictures. Other purchases are made during these visits to the drug store.

A film was then presented by the Coca-Cola Company under the direction of Mr. H. C. Neil. The picture, with the title, "These Changing Times," traced the history of merchandising from the days of the peddler with his pack on his back up to the present time when each business is highly specialized. The film showed the arrangement of the modern pharmacy and included a very interesting analysis of soda fountain sales. Tables were shown demonstrating the importance of the relation of the soda fountain to gross sales and the development of revenue in the modern pharmacy.

President Fordham expressed the appreciation of the Association to the Eastman Kodak Company and to the Coca-Cola Company for giving the druggists the opportunity to enjoy the two films and to Mr. Neil for projecting them.

At this point the meeting was turned over to the Scientific Section under the Chairmanship of Mr. M. L. Jacobs.

SCIENTIFIC SECTION

The first order of business was the address of the Chairman.

CHAIRMAN JACOBS' ADDRESS

CHAIRMAN JACOBS: *Mr. President and Members of the North Carolina Pharmaceutical Association:*

The Scientific section of the North Carolina Pharmaceutical Association came into being in 1925. Since its inception there have been five scientific programs presented to the Association. These programs have included four addresses by speakers from outside of the State, nine papers by members of the Association who were not engaged in retail pharmacy and two papers by members who were engaged in retail pharmacy.

Your scientific committees of the past five years have tried to impress upon the Association the importance of retail pharmacists preparing papers of popular appeal—that is, papers on subjects vital to every pharmacist, such as, the proper methods of compounding, storing and dispensing drugs. They have met with very little success as may be seen by glancing over the programs of the past.

As chairman of the section this year I would again like to urge the members of the Association to co-operate with the Scientific Committee in preparing a program for next year. It is quite evident from the small number of druggists who have participated in these programs in the past that there is a lack of interest in the Section. It is very likely that the title "Scientific Section" helps to make it unpopular and it would perhaps be a good thing to call it the "Section on Practical Pharmacy and Dispensing" as a means of stimulating interest. Such a change would have a psychological effect if no other in that the members would feel freer to participate in what might be thought of as a semi-scientific program.

I should like, therefore, *Mr. President*, to recommend that the Scientific Section be known in the future as the "Section on Practical Pharmacy and Dispensing," and I further suggest that there be included in the section an annual report of the pharmaceutical research completed and in progress in the State, especially at the School of Pharmacy at the State University. If such a change does not prove successful in stimulating interest in this phase of Association work, then I for one, think that the section should be discontinued.

Your committee this year has spent a great deal of time and effort in trying to prepare an interesting program for this meeting. Letters were sent out to a large number of the members urging their participation but with no success. The program is made up, therefore, of three papers, two of these by members of the faculty of the University School of Pharmacy and the third by a graduate of last year's class at the University.

Respectfully submitted,

(Signed) M. L. JACOBS,
Chairman Scientific Committee.

(Applause.)

Chairman Jacobs next presented a paper, prepared by Mr. C. B. Sears and himself, on the subject of "Incompatibilities in Prescriptions." The theory of incompatibility was considered at some length. The three classes of incompatibilities were taken up and discussed, specific examples being given to illustrate these classes. The question of responsibility in regard to incompatibilities was also dealt with and it was pointed out that the pharmacist is somewhat responsible for an incompatibility and should correct same whenever possible. Eight methods were given which may be used to detect an incompatibility. They are (1) Failure to mix or dissolve when two or more ingredients are combined; (2) The separation of an immiscible liquid after the prescription has been compounded; (3) The production of a precipitate after the prescription is compounded; (4) The evolution of a gas; (5) The development of heat or of cold; (6) The exhibition of a change in color; (7) Liquefaction of solid ingredients; and (8) Development of poisonous constituents by chemical reaction. Also several methods were given to remedy the formation of a precipitate or to overcome an incompatibility, with examples to illustrate. Eight incompatible prescriptions were shown on the screen; the difficulty with each was pointed out; and methods were suggested whereby they could be remedied.

Chairman Jacobs stated that Mr. H. E. Bolen, of Danville, Va., had prepared a paper for the meeting of the Scientific Section on "Eutectic Mixtures," but that owing to the lateness of the hour it was thought best to present same by title. Mr. Bolen based this paper on research carried out by him last year at the School of Pharmacy at the State University. He stated that to dispense eutectic mixtures in powder or capsule form an absorbent powder had to be used, such as starch or magnesium oxide. The chemistry of eutectics was also considered and it was pointed out that in at least some cases liquefaction was due to the splitting off of the water of crystallization of the individual substances. It was also pointed out that eutectics are most commonly dispensed in oil bases to be used as sprays and that a cloudiness oftentimes occurs, making it necessary to compound such mixtures with unusual care. In most cases a clear spray can be prepared if the proper precautions are observed. Experiments had been performed with phenol, salol, antipyrine, phenacetine, acetanilid, camphor, thymol, menthol, resorcinol and chloral hydrate. In some cases cloudy mixtures were obtained and had to be clarified by adding a deliquescent substance to take up the moisture, but in most cases a clear sparkling spray was obtained.

Following this paper Professor E. V. Kyser gave a resumé of the research work that had been done in the School of Pharmacy at the State University.

There being no further business scheduled for the session the meeting adjourned.

THIRD SESSION

The third session of the North Carolina Pharmaceutical Association was called to order by President Fordham at 9:30 o'clock on Tuesday morning, August 12.

The Secretary read a communication from the American Fair Trade League asking that the Association reaffirm its endorsement of the Capper-Kelly Bill (this letter was turned over to the Resolutions Committee); also a letter from Mr. E. L. Tarkenton, of Wilson, regretting his inability to be present and renewing his pledge to support the Association; likewise, telegrams of greeting from Mr. G. E. Burwell, a former North Carolina druggist and now Secretary of the Dade County Retail Druggists' Association in Florida, from Mr. Ed Lane, North Carolina representative of the Nunnally Co., and from Mr. Walter D. Adams, Secretary of the Texas Pharmaceutical Association; and finally a telegram and a letter from Mr. William Niestlie, of Wilmington, regretting his inability to be present at the meeting and stating that he was sending, according to his usual custom, a basket of Venus Fly Traps for the pleasure of the members. Secretary Beard called attention to the fly traps on the President's desk and the members were greatly interested in the specimens.

Secretary Beard was asked to read at this point the Report of the Delegates to the A. Ph. A. Convention.

REPORT OF DELEGATION TO A. PH. A. CONVENTION

The 78th annual convention of the American Pharmaceutical Association was held in the Emerson Hotel at Baltimore on May 5-10. It was presided over by Mr. H. A. B. Dunning, of Baltimore. The largest attendance in the history of the organization registered for the meeting. A large delegation from North Carolina was present. Those attending were Dr. E. V. Zoeller, Dean E. V. Howell, and Messrs. F. W. Hancock, I. W. Rose, C. P. Greyer, J. G. Ballew, J. A. Goode, Sam E. Welfare, G. A. Russell, M. L. Jacobs, P. L. Thomas, T. L. McLaughlin, and J. G. Beard. The official delegates from this Association were as follows: Messrs. C. B. Miller, *Chairman*, W. W. Horne, and J. G. Beard. Only the latter was present, hence he is offering this brief report.

It is impossible to cover the proceedings of the Baltimore meeting in the few paragraphs that can be allowed here. Suffice it to say that every angle of pharmacy was dwelt upon. Particular emphasis this year was given to the sessions of the Section on Practical Pharmacy and the one on Commercial Interests. Excellent papers were read, lively discussions ensued, and real advantages resulted to those fortunate enough to be present. Among the thirty-five resolutions adopted the following are especially interesting: Endorsing the Pharmacy Corps Bill, and the Capper-Kelly Bill; seeking better publicity; recommending that pharmaceutical associations establish a closer contact with medical societies; requesting newspapers to use the term "pharmacist" rather than "druggist" in referring to members of the profession and the term "narcotic" or "narcotic drug" in place of "drug" when referring to narcotics; objecting to the phrase "recommended by all reliable druggists" in package medicine advertising; urging that at least one pharmacist be on every state board of health; recommending that Dr. Lyman Spalding, "father of the U.S.P.," be elected to the Hall of Fame; commending the survey work of the U. S. Department of Commerce; etc., etc.

President Dunning in his address sounded the warning that pharmacists should be more professional in their practice. He urged that retail pharmacists consider the curtailment of dealing in lines unrelated to the usual departments of a drug store to the end that retail merchants generally may remain or become disinclined to encroach upon the domain of pharmacists in the sales of drugs and medicines. Often during the convention the view was expressed that druggists were seriously endangering their prestige and really hurting their trade by ignoring the scientific and professional aspects of their calling and centering their energies solely on competition with chain stores and others on lines having no part in the practice of pharmacy.

Other features of the convention have been dealt with thoroughly in the drug press and need not be repeated here. President Christensen, who will address our meeting this year was installed as incoming president. Dr. E. F. Kelly, a native North Carolinian and an honorary member of this Association, was re-elected secretary. Miami was selected as the next place of meeing.

Respectfully submitted,

(Signed) J. G. BEARD.

Secretary Beard was next asked to read the Report of the Delegates to the United States Pharmacopoeial Convention.

REPORT OF DELEGATES TO THE U. S. P. CONVENTION

President Fordham appointed Messrs. E. V. Zoeller, W. W. Horne, and J. G. Beard to represent the N. C. P. A. at the Eleventh Decennial Convention of the United States Pharmacopoeia, and all three were present in Washington on May 13-14 for the occasion. Other North Carolina pharmacists in attendance were Messrs. E. V. Howell, I. W. Rose, M. L. Jacobs, F. O. Bowman, and G. A. Russell.

Following an interesting address by President Reid Hunt the convention quickly settled down to the business to be transacted and at the end of two days adjourned until 1940. Even before the convention assembled it was evident that friction was going to develop between two opposing groups of delegates. One group was determined to liberalize the Pharmacopoeia to the extent of adding more agents in common use by practicing physicians and pharmacists. To further this end a new chairman and a marked change in the personnel of the Revision Committee was striven for. The other group believed that the policies governing the preparation of the present Pharmacopoeia and its Chairman should be continued. Following much debate which was at times acrimonious the convention finally effected more or less of a compromise that found the second group somewhat victorious. The real issue involved was whether or not the scope of the Pharmacopoeia should be left solely in the hands of physicians, as is now the case, or whether every one of the fifty revision committeemen should have an equal voice in the selection of agents accepted for the new volume. The matter was finally settled by leaving the question of scope in the hands of the seventeen physician-members of the Revision Committee with the proviso that any action they took could be cancelled by a two-thirds vote of the entire committee. Since the pharmacist-members could hardly muster such a majority, the practical result will be that physicians will again control the scope of the U. S. P.

Prof. E. Fullerton Cook, of Philadelphia, was re-elected chairman of the revision committee following Dean A. G. DuMez' withdrawal of his name as a candidate. Dr. W. A. Bastedo was elected president of the next convention. For the first time in the 110-year history of the U. S. P., a North Carolina pharmacist was elected as a member of the Revision Committtee. Dean E. V. Howell was the man so elected.

Although the medical and drug press carried notices after the convention of a threat on the part of certain doctors to have the Government take over the control of the 1940 Pharmacopoeia, it is confidently believed that such an attempt will not be made. Pharmacopoeial conventions of late years have always developed spirited fights. The one at Washington in May will be shortly forgotten as those before it have been. The most distressing feature of the last contest was renewed proof that physicians and pharmacists distrust one another, or at least are unable in any joint endeavor to work together harmoniously.

Respectfully submitted,
(Signed) J. G. BEARD,
Chairman.

PRESIDENT FORDHAM: The next order of business is the proposed changes in the Constitution and By-Laws. The proposals have laid on the table for one year, and are, therefore, subject to action at this meeting. Mimeographed sheets outlining these changes are now being distributed so that those of you who are not familiar with the proposals may familiarize yourselves with them and be prepared to vote intelligently this morning.

Secretary Beard then read the proposed changes, the members following him with the mimeographed sheets furnished them.

SECRETARY BEARD: I move that these proposals, having been read, be acted upon seriatim.

The motion was seconded and carried.

SECRETARY BEARD: The first change in the Constitution relates to Life Membership. It has been proposed that Article IV of the Constitution, entitled "Life Membership" be transferred to Article IV of the By-Laws, which is entitled "Of Membership," and that it be designated as Section 7. The paragraph reads as follows:

> Any member who shall pay the Secretary-Treasurer the sum of fifty dollars at one time shall become a life member and shall be exempt from all future dues."

Upon motion of Mr. W. W. Horne duly seconded by Mr. C. B. Miller, the members voted to make this change.

SECRETARY BEARDS It has been moved that the present Article III of the Constitution, entitled "Officers," be made Article IV, and that a new Article III be inserted, reading as follows:

> This Association shall consist of active, asso ciate, life and honorary members.

Upon motion the members voted to make this change.

SECRETARY BEARD: The third Constitutional change has to do with the election of officers and involves altering the Article pertaining to "Officers." The Article now reads:

The Association shall have the following officers: a President, three Vice-Presidents, a Secretary-Treasurer, an Assistant Secretary-Treasurer, and a Local Secretary, all but one of whom shall annually be elected by ballot and hold office until an election of successors: the Assistant Secretary-Treasurer shall be appointed annually by the Executive Committee. The Association shall also have an Executive Committee composed of the President, the two ranking Vice-Presidents, and the Secretary-Treasurer as *ex-officio* members, together with three other members annually to be elected by ballot, all of whom shall hold office until an election of successors.

It has been proposed to change this article in order that (1) the Secretary-Treasurer and the Local Secretary shall be elected by the Executive Committee instead of by Association ballot; and in order that (2) the elected members of the Executive Committee shall serve for a period of three years, one new member being elected annually. The proposed amendment reads as follows:

The Association shall have the following officers: a President; three Vice-Presidents, a Secretary-Treasurer, an Assistant Secretary-Treasurer, a Local Secretary and an Executive Committee of seven members, all of whom shall hold office until their successors are elected and have qualified. The President, three Vice-Presidents and one member of the Executive Committee shall annually be elected by ballot. The Secretary-Treasurer, the Assistant Secretary-Treasurer, and the Local Secretary shall be elected annually by the Executive Committee. The President, two ranking Vice-Presidents and the Secretary-Treasurer shall be *ex-officio* members of the Executive Committee.

Secretary Beard asked for a discussion of this amendment. He then stated that a year ago he had heartily endorsed President Horne's proposal to change the method of electing the secretary-treasurer. He was now opposed to the idea because (1) the secretary-treasurer, perhaps more than any other officer, should be the choice of the entire membership; (2) A nominating committee of seven members, presenting a slate of officers to the assembled convention, and the mail ballot guarantee that the officers elected are the choice of the entire Association, and not of the few composing the Executive Committee; (3) Should a secretary become "tiresome" to the members, he could be "ousted" through the mail ballot without embarrassment—this might not be possible in the small group of the Executive Committee; (4) Should the mail ballot give the secretary-treasurer only a small plurality he would realize he should either resign or change his policies, while a large majority encourages him to continue enthusiastically with his duties; (5) The mail ballot elects officers several months in advance of the new fiscal year which enables the secretary to map out his work, while the new plan would make it impossible for him to initiate plans until after the annual meeting. Although the American Pharmaceutical Association, with a vast membership scattered over the nation, has found it desirable to select a secretary through a board of directors, the plan is not advisable in this State for here the members know the character and service of the secretarial nominees and can, not only vote intelligently, but their vote guarantees the sympathetic support of the secretary elected. In conclusion Secretary Beard asked that the discussions be made impersonal without any thought of the present secretary.

MR. W. W. HORNE: I realize that Mr. Beard's objections are very valid ones and since we have had a year to think about the matter I am inclined to believe that the change would not be a good one. However, the proposal should be adopted in regard to the term of office of the elected members of the Executive Committee. This was originally in the presidential address of Mr. Copeland. I would like to move that this article be amended so as to omit the name of the secretary-treasurer from the list of those annually to be chosen by the Executive Committee and to retain it in the list of those to be elected by mail ballot. The remainder of the section submitted should be left as printed.

Mr. Hancock seconded the motion.

There was considerable discussion of the matter.

Mr. I. W. Rose felt that the secretary-treasurer should be elected by the Executive Committee. Other members taking part in the discussion were Messrs. Horne, G. K. Grantham, Sr., A. C. Cecil, J. P. Stowe, and R. R. Copeland. Finally, the members voted favorably on the change in the Article with the amendment suggested by Mr. Horne. The Article in the Constitution now reads:

The Association shall have the following officers: a President, three Vice-Presidents, a Secretary-Treasurer, an Assistant Secretary-Treasurer, a Local Secretary and an Executive Committee of seven members, all of whom shall hold office until their successors are elected and have qualified. The President, three Vice-Presidents, Secretary-Treasurer, and one member of the Executive Committee shall annually be elected by ballot. The Assistant Secretary-Treasurer and the Local Secretary shall be elected annually by the Executive Committee. The President, two ranking Vice-Presidents and the Secretary-Treasurer shall be *ex-officio* members of the Executive Committee.

SECRETARY BEARD: Changes in the Constitution having been ratified, certain corresponding alterations must be made in the By-Laws: Article I, Section I now reads:

A Nominating Committee of seven members shall be annually chosen by the President charged with the duty at each annual convention of selecting candidates for the offices of President, three Vice-Presidents, Secretary-Treasurer, Local Secretary, and three members of the Executive Committee.

Upon the motion of Mr. J. P. Stowe, duly seconded by Mr. F. W. Hancock and carried, the phrase "Local Secretary" was deleted from the above and the word "one" was substituted for "three" members of the Executive Committee.

SECRETARY BEARD: Article I-Section 2 of the By-Laws now reads:

The Nominating Committee shall submit at the third session of each annual convention the names of two or more persons as candidates for each of the offices of President, First Vice-President, Second Vice-President, Third Vice-President, Secretary-Treasurer, Local Secretary, and three members of the Executive Committee. These names are to be submitted by the Secretary-Treasurer by mail to every member of the Association within two months after he receives them, together with the request that the members indicate their preference on a ballot enclosed for that purpose, and return the same by mail within one month after its receipt.

It has been moved (1) that the Nominating Committee shall submit their report at the *last* instead of the *third* session, and (2) that the last three words in the Article, namely, "after its receipt," be deleted. Moreover, since the Constitutional changes have been made in regard to the election of officers the words. "Local Secretary, and three members of the Executive Committee" should be deleted and there should be substituted therefor the words "one member of the Executive Committee."

Upon motion the changes in the preceding paragraph were made in the By-Laws.

SECRETARY BEARD: It has been moved that should the Constitutional change be made in regard to the election of the members of the Executive Committee that the following should be added to Article III, Section 2, of the By-Laws:

Members of the Executive Committee, other than members *ex-officio* shall be elected to serve for a term of three years.

The change has been made in the Constitution so this proposal is ready for action.

Upon the motion of Mr. G. K. Grantham, seconded by Mr. J. D. Bain, the members voted to add the above paragraph to the By-Laws as suggested.

SECRETARY BEARD: I move that these changes with amendments be adopted as a whole.

The motion was carried.

MR. J. P. STOWE: *Fellow Members of the Association:* At Greensboro three years ago there was presented and adopted a form of election of officers by a mail ballot system. Some of our people were opposed to it; some were not there at the time that the change was made. Professor Beard brought it up for discussion again after it was adopted to let some of us who were not present when the plan was passed express our feelings. This was like Professor Beard always does—to keep peace in the family. It was the sense of the meeting that if this method of electing officers was not a success we should go back to the old plan. My contention is the plan of electing officers is not a success and I want to discuss it at this meeting. I ask that there not be more than fifteen minutes discussion as time is valuable. My contention is that the average vote for two years is less than 181. Interest in the Association is naturally among those who regularly attend Association meetings, and there is not much interest among those who attend occasionally. Greensboro is the dividing line between the east and the west. All people on the western side of the State think of Greensboro as the dividing line. The candi-

dates heretofore placed in nomination have been an eastern man vs. a western man, and the proportional votes have shown two votes for the eastern man to one for the western man. There is no such thing as difference in geography. The east outnumbers the west. Personally I have no axe to grind. We have men in western North Carolina who would be assets to the Association as officers for many years to come. Under the mail system we do not see how we can get these men elected. I am not calling names but I will show you the difference in the votes for eastern and western men. (Quotes figures for past three years.) This system of voting does not place us on the same footing. It is perfectly natural for the eastern people to vote for the eastern men and the western voters for the western candidates. I have always advocated the old system because the people who go to the meetings are really the backbone of the Association and these people should vote from the floor, when we have a crowd. I am going to propose that the By-Laws changes voted upon at Greensboro be rescinded and that we go back to the old plan of electing officers at the meeting.

Mr. J. H. Best seconded the motion.

MR. C. B. MILLER: When this system was first inaugurated I thought it a very good thing, but the mistake is shown that the officers are elected by a small number of the Association. I think the officers should be elected by a majority of the members of the Association. I don't see why members should send in ballots.

MR. E. V. ZOELLER: *Mr. President:* I am sorry that sectionalism has been injected into the matter. I believe that we have as good attendance right now as we ever have at a session. It will fall on these few to elect officers, if the mail plan is rejected. Such a ballot will not represent as great a number of members as the one by mail.

MR. STOWE: It is natural to vote for your neighbors. We westerners want to be a part of this Association. You can outnumber us. We don't want you to take pity on us so that whenever we get a western man elected we will realize it is given to us out of kindness. We cannot select a man without such kindness. It is natural for people to work for their candidate. I have written letters asking that a man be elected. The thing is liable to become a political proposition.

MR. HORNE: I have an open mind on this question. It seems to me that the question of geographical location could be settled easily. Why could not this matter be settled here today if the members saw fit, by putting two members from the west on the ballot for the coming year, then from the east, and then from the central part of the State?

MR. W. W. PARKER: I certainly hope the Association will see fit to retain the mail ballot plan. We are too busy attending to our own business at home to bother to go out over the country trying to influence the vote for a candidate. It seems, by the way, that those who have been working for candidates are very poor politicians.

MR. HANCOCK: At the time this change was proposed at Greensboro I was convinced that the new plan was not satisfactory. It seems it is not satisfactory. The men who attend the meetings should vote for the officers.

MR. E. G. SINCLAIR: I am one of the men who do not attend the Association meetings. I am one of the little men who do not come not because they do not want to, but because they do not have the opportunity. They all have the interest of the Association at heart and I think the organization did a great thing at Greensboro when they allowed these men who could not attend the meetings the privilege of voting. I believe this privilege encourages more druggists to become members of the Association, and to retain their membership, even if they can't attend the conventions. It doesn't seem to me that the defeated candidates have lost by such a big majority. I noted that there was a difference of only twenty-eight votes in one instance. I think that is pretty close competition. It seems that it is possible to elect an officer from any section. As a little druggist, I would hate to see the man who is a little druggist and who doesn't have the time and money to come to the meet-

ings denied the opportunity of voting. (Applause.)

Mr. I. W. Rose: I believe either way is all right. I am rather inclined to the views of the last speaker and I believe in time we will have a much larger majority of our members voting. No new plan has worked satisfactorily all at once. I think before very long, however, most of our members will exercise the privileges of the mail ballot.

Secretary Beard: The election of officers is provided for in the By-Laws. Therefore, it is possible for you to change the method of electing officers now if you desire. Mr. Stowe spoke of the backbone of this Association being those who attend the meetings. My feelings is that the backbone is those who pay dues. If nobody pays dues we will have no Association. If we tax those who cannot attend the meetings we should allow them the privilege of voting. There are present here now more members than are usually in the convention sessions at any one time. I would like for the number to be counted. (It was found that 112 were in attendance.) You see the number is considerably less than those availing themselves of the average mail ballot. I believe the mail ballot is stimulating considerable interest in Association affairs. The ballot goes out to the members in three days and I don't believe there can be much politics in that time.

Mr. Sinclair: I think we ought to have the State zoned and the Nominating Committee should be instructed to submit two nominees from the western, eastern or central part of the State, the same to be voted upon by mail ballot. Let every man who has paid Association dues vote. I don't think either druggists or traveling men would do much politicking. I would like to call for the question.

Mr. Stowe: My motion is to rescind the changes in By-Laws made at Greensboro providing for the election of officers by mail ballot, and to go back to the old plan of voting from the floor on the second day of the convention when there is the largest crowd present.

There was some discussion of the substitute motion which was participated in by Messrs. Horne, C. L. Eubanks, Sinclair, Stowe, Rose, J. P. Bradley, and R. R. Copeland.

The Chair ruled that the substitute motion was in order and Mr. Sinclair was asked to repeat his motion.

Mr. Sinclair: I move that the State of North Carolina be zoned into eastern, central, and western zones, and that the selection of officers be rotated, the voting to be by mail ballot as heretofore.

The motion was duly seconded and a standing vote was called for.

Mr. Sinclair's motion was carried by a large majority.

Mr. Stowe: I concede the defeat of my proposal. I think what the gentleman has put over is decidedly satisfactory.

At this point the Chair recognized Mr. I. W. Rose.

Mr. Rose: *Members of our State Association:* I do not believe the speaker of this morning needs an introduction to anyone here or anywhere else in this State. He is known by practically the entire drug world throughout the State. I had been a member of the Board of Pharmacy but a short while when I met him. I recall distinctly how humble I felt in his presence. I can say that I feel the same way today. Mr. Christensen has done more perhaps for the cause of pharmacy in the United States than any one individual connected with Pharmacy. As the Secretary of the National Association of Boards of Pharmacy he has charge of reciprocity. He is now President of the American Pharmaceutical Association. He represents all that is sound and good in American pharmacy today. He has always taken the side of right in everything that has come up in settling matters of reciprocity in the whole country. (He then told of some of the speaker's accomplishments and presented him to the audience.)

DR. CHRISTENSEN'S ADDRESS

(Dr. Christensen expressed his pleasure at being present and then outlined the dual position of business and professional activity that pharmacy occupies. He also told something of the work of the A. Ph. A. and the N. A. B. P. Continuing the speaker said):

This is an age of increasing centralization, combines, mergers, and terrific competition; phar-

macists are passing through the same inevitable transition that is being felt in other professions and industries. We are living in a fast age; things are moving rapidly. The man who succeeds must keep step with the times. Are we as pharmacists meeting this requirement?

When I speak of pharmacy and pharmacists, I refer particularly to retail pharmacy and retail pharmacists, as these are the life blood of the profession. It is therefore essential for the success of pharmacy that the retail pharmacist succeed.

The old proverb "In Union lies strength" is most fit to be applied to pharmacy and pharmaceutical organizations. If pharmacy is to progress and the retail pharmacist succeed, it is more important and more essential now than ever before that the individual pharmacist band himself with his fellows and form strong organizations, local and national. The pharmacist is either an asset or a liability to his community, depending upon whether he is a success or failure. The most successful pharmacists are those who attend their state and national conventions. "They do not attend because they are successful; they are successful because they attend."

During the months of June and July, I attended eight state pharmaceutical conventions. At all of these meetings, I stressed the importance of organization and urged that retail pharmacists first affiliate with their state associations and then with the two great national associations—The American Pharmaceutical Association and the National Association of Retail Druggists. Every retail pharmacist should be and can afford to be, if not an active, at least a supporting member of his state association and these two great national associations. More than this, he cannot afford *not* to be a member.

In emphasizing the importance of membership in both state and national associations, Dr. James H. Beal once said: "What do the extra dues amount to when compared to the magnitude of the work to be done? Why should the great burden of reformatory and constructive work be borne by a few? If the active members of the associations give liberally of their time, energy and money for the development of better conditions in pharmacy, why should the inactive ones grudge the help of a few paltry dollars? For very shame they should tender their dues voluntarily, together with their apologies for not being able to do more of the active work themselves. Shall the man engaged in pharmaceutical work, and who claims to be at least a semi-professional man, be shamed by the members of the hod-carriers' or bricklayers' union?

"Who will fight his battles for him if the associations do not? If the laws are insufficient or unjust, what forces will secure their correction if not the associations? If he is suffering from unfair discrimination by other and more powerful branches of the trade, who will procure fair treatment for him if not the associations? If his business is being unjustly invaded by unqualified persons, upon whom can he rely to bring about the enactment of legislation to confine the sale of drugs to those whom the law requires to be qualified, if not upon the associations?

"If he thinks he can accomplish any one of these things without the aid of organization, let him go before the state legislature, or congress, or other branches of the trade, as an individual and thus realize what an insignificant grain of human sand he is when he attempts to act singly. Let him make but one such effort and he will ever after be a loyal and enthusiastic association man."

No truer appeal for organization was ever uttered. Each of the associations mentioned has its important functions. The stronger the membership of each, the more effective it will be in its respective field. All of them are needed for the progress of pharmacy and all are co-operating and serving to that end. However, much more could be accomplished with a larger membership. Out of approximately 125,000 registered pharmacists in the country, less than 25% are members of any pharmaceutical association. That is not only an unhealthy condition but also is not conducive to the best results for the profession. You will agree, I am sure, that by the mere psychology of numbers, an organization with a 100% membership (or somewhere near 100%) is in a position to accomplish more good for the group it represents than could be accomplished with a 25% membership or less. This applies to state as well as national associations, pharmaceutical or otherwise.

With the radical changes in the financial structure of the country in recent years and the attendant mergers, consolidations, and chain stores which have led to highly systematized and specialized merchandising, cut rates and high pressure selling, the retail pharmacist, like other individual retailers, is confronted with the problem of competing against the best business brains of the country.

I am not here to qualify as a business expert. However, in spite of these troublesome problems, I believe that a majority of the retail pharmacists of the country will, within a comparatively short time, adjust themselves to the new conditions. To some extent no doubt, it will be a case of survival of the fittest. The ratio of mortality will be greatest among those who entered retail pharmacy before the chain store era, with little, if any, professional training and even less knowledge of business principles. Among the failures will be those who made the mistake of trying to meet the new and changing conditions by the cut-rate method, without proper attention to sound business methods. You cannot undersell a chain and make a profit. Economics, overhead, etc., must be considered.

The following quotation was culled from the address of a business expert. "The successes are not the imitators, but the ones who do things differently, within common sense routes. Basi-

cally, the problem is your own store, your own public, your own ability." Think it over.

Another expert states as follows: Some sort of federated group action in which the individualism is retained, despite the interlocked enterprise, will no doubt be developed and applied as a solution of the problems facing the retail merchandising agencies"—including pharmacy.

For twenty-five years, I was engaged in the active practice of retail pharmacy before entering association work in 1914. This has given me the opportunity of seeing things from the standpoint of the individual as well as the group as a whole. Many pharmacists throughout the country have the feeling, sometimes unexpressed, that the four-year course effective in 1932 is unnecessary. Personally, I believe it is the one salvation of pharmacy.

Are you in touch with conditions in modern merchandising? Do you know that most of the chain groceries have a standing call at universities with schools of commerce for graduates as store managers? Bear in mind that these men have had four full years of training in business systems, accounting, merchandising, etc., in order to run a single grocery store. Don't we show a deplorable lack of understanding of the modern problem if we maintain that a pharmacist shall condense all his professional training and get a thorough grounding in business fundamentals in less than four years? Do you know that many of the largest manufacturers, packing companies, etc., hire all the four-year graduates they can get in commerce, engineering, liberal arts, etc., for minor positions in all departments, except for manual work. These men are trained for a period in the office, shop, etc., and then placed in the particular department in which they show capability. After a thorough study of the product, many are sent out as salesmen. These companies have adopted this plan of training future executives. In spite of the unemployment situation, many graduates were placed almost immediately this year. It is true that the starting salary is only about $25 per week in most instances. A pharmacist usually commands $40 to $50 per week when he has his degree and license. Unless we are sure that he has the educational background and training to compete in this new system, we are injuring rather than helping modern pharmacy by graduating him and giving him a license to practice. The American Pharmaceutical Association, the National Association of Boards of Pharmacy, and the American Association of Colleges of Pharmacy adopted the four-year course as the only means of coping with this situation, and ask the pharmacists of the country to aid in this forward movement for pharmacy.

Now particularly concerning the American Pharmaceutical Association: That this association is being appreciated more widely by retail pharmacists than ever before is apparent. There was a time not so many years ago that one scarcely ever heard the name American Pharmaceutical Association mentioned at the state pharmaceutical meetings. Now it is different. At every one of the eight state meetings I attended this year, comprehensive and informatory reports were made by delegates who attended the A.Ph.A. convention held in Baltimore in May. There also was a time, not so long ago, when one quite frequently heard this grand old organization spoken of rather slightingly by certain retailers—insinuations that it was too highbrow, of no benefit to us, etc., etc. Now this association is recognized as of particular importance to the retailer.

Your state association is the medium through which you keep in touch with and improve local conditions. The National Association of Retail Druggists gives aid to you on the commercial phase of your business and does wonderful work in the field of national legislation and is of great assistance in the federal law enforcement bureaus having to do with narcotics, prohibition law, etc.

The American Pharmaceutical Association represents the professional side of pharmacy, thereby aiding and giving support to the one thing that you as pharmacists must depend upon to give you the dignity, standing and prestige that makes you "more than a merchant." That the professional side of pharmacy is the only excuse for the existence of retail pharmacy and the protection granted pharmacists under state pharmacy laws is a recognized fact. The professional side of pharmacy is the one thing that raises the pharmacist above the level of the butcher and the grocer and places him in the public health service class. The more progressive pharmacists all over the country are now recognizing this fact as never before. "We must be professional" was the real keynote of the president's address at each of the state meetings I attended. It was pleasing to note that the programs of these conventions included a much larger proportion of the professional this year than ever before.

Membership in the American Pharmaceutical Association, if backed up by interest in the professional, gives dignity and standing to the pharmacist. You would not have a very high opinion of a physician that is not a member of the American Medical Association. Don't you think the physician in turn as well as the public will have a higher opinion of you if you hold membership in the American Pharmaceutical Association and "play up" the professional side of pharmacy?

The American Pharmaceutical Association has always exerted a tremendous influence for good in American Pharmacy. It was first to recognize the need of and advocate pharmacy legislation for the protection of both the pharmacist and the public which he serves. It has always, since its inception, been the leading exponent of pharmacy as a profession, and its conventions the meeting place of the leaders of pharmacy. It has taken a leading part in the revision of the Pharmacopoeia, and through the publication of the National Formulary, has collected and standardized many important and much-used formu

las. It secured the adoption of the U. S. P. and the N. F. as standards under the Pure Food and Drugs Act, thereby retaining the making of standards for drugs and medicines in the hands of those best prepared, through education and experience, to discharge this important duty. It has published and made available to the retail pharmacist the Pharmaceutical Recipe Book to provide reliable formulas for preparations not included in the U. S. P. and N. F. but which the pharmacist is often called upon to supply. It formulated a code of ethics for pharmacy, encouraged the establishment of schools of pharmacy in suitable locations at an early date, a number of which are still in existence, and in addition has given pharmacy the recognition which has resulted in later years in having schools, colleges, or departments of pharmacy made a part of state universities and other high educational institutions all over the country.

More recently the American Pharmaceutical Association has undertaken the project of establishing in Washington, D. C. a pharmacy headquarters building, to be known as the American Institute of Pharmacy, which innovation will be far in advance of anything previously attempted by pharmacy in either this or any other country. The site for the building has been purchased and paid for, in a location that is fast becoming the show center of our nation's capitol, and building plans are nearing completion. As the architectural plans of the building must comply with certain requirements of Congress and the Washington building plan commission, this gives added assurance that, when completed, the building will reflect honor and credit not only on the association but on pharmacy itself. The need for almost constant contact between the officers of the association and the government, including Congress, in these matters has already resulted in recognition of pharmacy by the government to an extent which could not have been obtained in any other way. Likewise, the contact thus established has been of great help in other ways, as, for instance, in the matter of hearings before the different commissions and departments of the government and before committees in Congress in other matters pertaining to pharmacy and pharmacists—legislative, etc.

Two recent outstanding victories for pharmacy brought about through the constant efforts of the A.Ph.A. are the recognition given to pharmacy in the Parker bill and by the Personnel Classification Board. The Parker bill co-ordinates all the government public health activities; it places the dental sanitary engineer and pharmacist officers of that service on the same basis as to appointment, pay, promotion, disability privileges, etc., as medical officers. A great deal of work has been done with the Personnel Classification Board, special committees appearing at hearings, etc., which has resulted in pharmacy being placed in the professional and scientific service by inclusion in the Preliminary Class Specifications of Positions in the Field Service, as submitted by the Field Survey Division of the Personal Classification Board. Two classes are recognized—pharmacist and senior pharmacist. Another classification—assistant pharmacist, or rather Pharmacist's assistant—is included in the sub-professional service. These matters are of vital importance to us, as there can be no doubt that pharmacy *is* a profession when the government classifies it as such and gives to the pharmacy officers in the public health service the same status as other professional men.

A committee of the American Pharmaceutical Association established the National Association of Boards of Pharmacy to work out a system of interstate reciprocity and greater uniformity in legislation and education. Thus we find another important work which owes its origin to the A.Ph.A. There are many other activities but time will not permit me to mention all of them.

In closing I take great pleasure and pride in being here today as the representative of the American Pharmaceutical Association to extend to the pharmacists of North Carolina the greetings of this grand old organization. For seventy-nine years it has represented all branches of pharmacy, being the parent of many auxiliary bodies, but never turning from its original purpose—to foster the professional spirit in pharmacy. (Applause.)

President Fordham called upon Secretary Beard to introduce the next speaker.

In a few well chosen words the Secretary presented Mr. Clyde Eddy, manager of the Retail Research Department of E. R. Squibb and Sons.

MR. EDDY'S ADDRESS

Mr. Eddy chose as his subject, "Seven Ways to Meet Competition." He first outlined the relation of drug stores to population, showing the numbers operated by individuals and by chains, as well as the volume of business of each group. "Present day trends in retailing clearly are in the direction of large-scale marketing. . . . It is probably safe to predict that there soon will be relatively few dealers who are not tied up in some way, formally, or informally, with at least one of these consolidations or coöperative movements." The rapid growth of chain stores is revolutionizing our entire merchandising system. Independent retailers should face the facts of chain store growth and meet the challenge of the chains. Seven ways to meet competition are: (1) Centralize Your Buying: (2) Buy Only What You Know You Can Sell; (3) Adver-

tise Your Store Persistently; (4) Make Your Store Sell For You; (5) Personalize Your Service to Your Customers; (6) Consider the Idea of Offering the Public Limited Professional Service; and (7) Organize for Study of Retail Distribution.*

Upon motion the session adjourned at 12:45 p. m.

FOURTH SESSION

The fourth session was called to order by President Fordham at 2:30, Tuesday afternoon. He then called to the Chair Mr. H. M. Cooke, Chairman of the Proprietors' Section.

PROPRIETORS' SECTION

The first order of business was the address of Chairman Cooke.

CHAIRMAN COOKE'S ADDRESS

Fellow Proprietors:

It is a pleasure to meet you all and I thank you for honoring me as your chairman.

I have enjoyed attending these meetings with my fellow-druggists from all over our great State.

As proprietors we ought not to forget that pharmacy is a profession and we should put our best into it at all times. We might call our stores "Health Service Stations." We serve the public as well as our friends, putting in long hours of our time for which we should expect due reward in a fair profit on our goods. We might call it a "Put and Take" business. We put in the service which the public demands in never ceasing amounts, Sunday, Monday and every night the year around. We should expect to Take in cash profits, enough to pay all store expenses and leave enough still for a comfortable livelihood for ourselves and for our families.

Our clerks, our valued assistants who have just finished their meeting, should, I think, be given our kindest consideration. This should be mutual—a mutual respect and a mutual interest in one another. It might be well to adopt some rules by which our clerks may know and understand what is expected of them. If we understand each other I am sure our clerks will more often measure up to our expectations.

Co-operation between proprietors and clerks ought to render better and more efficient service to all. We proprietors stand for the rights of all men, politically, socially, and religiously, and we should reap a just reward for ourselves from our business. (Applause.)

Chairman Cooke next appointed the following committees: *Nominating:* J. W. Pike, *Chairman,* C. L. Eubanks, and C. P. Greyer; *Resolutions:* S. M. Purcell, *Chairman,* C. B. Miller, and E. E. Missildine.

At this point President Fordham resumed the Chair.

COMMERCIAL CLINIC

President Fordham: We have something new at this time. It is what we call a "Commercial Clinic." A number of talks will be given, limited strictly to ten minutes each. Five minutes for questions and discussions will be allowed after each talk is presented. A traffic signal control has been installed which will warn the speaker before the end of his speaking time and which will signal him to stop when his ten minutes are up. I am going to ask Secretary Beard to look after keeping the time. The first speaker is Mr. Ed. C. Adams, who will talk on "Merchandising Candy on Mothers Day and at Christmas."

MERCHANDISING CANDY AT MOTHER'S DAY AND CHRISTMAS

By C. E. Adams

Mr. Adams stated that several years ago his firm realized that the department stores were making inroads on the business and he began looking around for something to keep the volume of sales up. The first thing selected to push was candy. The candy department was put in the front of the store where customers have to walk around the case to get to the soda fountain. It is the first thing a customer sees when he enters and the last when he leaves. The firm believes that Mother's Day offers a bigger opportunity for selling candy than Christmas. Sixty days beforehand each clerk is given a certain amount to sell and each order is listed in one book so that sales efforts will not be duplicated. After three weeks an additional amount is allotted to each clerk. About seven days before Mother's Day the packages are made ready, the customers being told that they are there. "We always try to sell all candy we have and oftentimes when Mother's Day comes we have to buy more." The first year a clerk is with the firm it does not expect much from him in the way of sales, but after that he is

* Mr. Eddy's address will be published in full in an early issue of The Journal.

counted on a lot. The competition from the other clerks helps.

President Fordham next called upon Mr. E. E. Missildine for a talk on "Magazines."

MAGAZINES

By E. E. MISSILDINE

Mr. Missildine stated that he did not believe the proper place to display magazines is in the front windows of the store; the best place is in the back in front of the prescription department. Cheap magazines should not be carried; but the "high-toned," best ones. They should be displayed systematically on shelves so that customers may see them. The firm finds that there is very little loss from allowing people to handle them. The magazines furnish advertising opportunities. "We have a little card printed which fits in the magazine and which shows advertised products that can be had at Missildine's Pharmacy." Good roads bring people from everywhere into the drug store at all times. Such travelers are always good magazine customers. "The turnover in magazines is good; the amount of money invested is small." The firm carries 140 magazines with this fact in mind. We try to find the particular hobbies of our customers and then search in the magazines for something which would interest these customers. Then too these hobbies might help us to make a sale elsewhere in the store. . . . Sometimes a customer comes in to get a prescription filled; instead of suggesting to him that we send the package we ask him to sit down and read one of our magazines; this may make an opportunity for a sale.

Following this talk Mr. R. R. Copeland told of his experiences in selling magazines. He stated that his firm displayed magazines both inside the store and out in front. Passing motorists are attracted by such a display, drop into the store for a Coca Cola, a magazine, etc., and hurry away. He considers the magazines displayed outside the building a good advertisement.

Mr. J. A. Goode was called upon for a talk on the "Practical Requisites of a Modern Drug Store Proprietor."

PRACTICAL REQUISITES OF A MODERN DRUG STORE PROPRIETOR

By J. A. GOODE

Mr. Goode stated that "knowledge and hard work make a success of a drug business.' The windows are where a druggist should start to make his store attractive; they should be washed and re-arranged often, and if the druggist or his clerks cannot dress them attractively, a department store man should be secured to do the work after hours. Windows can be arranged artistically if only a little time is given to the task, "but I do hate to see a window with one of these cut-out cigarette advertisements taking up valuable space." When the window is well dressed a lot of merchandise can be sold. Customers want a clean soda fountain, good drinks, and courteous service. So many druggists pay so little attention to their soda fountains. "I have a little way that I use in my soda fountain department. Every morning there is laid on my desk a memorandum which shows what each person was responsible for that day. The clerks never know when I am coming to the soda fountain to check up. (This plan obtains in the various departments of the store.) It gets work done every day and for this reason we have enjoyed the highest rating of any soda fountain in Asheville."

Mr. P. B. Bissette chose as his subject the "Effect of Window and Store Display on Sales in Towns of 15,000."

THE EFFECT OF WINDOW AND STORE DISPLAY ON SALES IN TOWNS OF 15,000

By P. B. BISSETTE

Mr. Bissette stated that it sounds hard to get a window trimmer, but it is not if a person understands the principles of window display. If a man is interested he can certainly make a good window trimmer. Display space should not be used for something with only a small margin of profit; the proper use of the window means a good day financially for the store. Every window should "tell a story" or bring a definite message to the customer—the most important message of the week. A "solid" window sells more

than a window filled with many unrelated items. The one exception to this rule is holiday items. "I have found that when I have put price tags on articles it has doubled the sales; when I put 'talking cards' the sales have increased more." The speaker described how the windows were dressed in the pharmacy with which he was connected. He stated also that his firm always carried a store display at the same time there was a window display of the article. The former was held over a second week, but the windows were changed after seven days.

The next talk was on "Systematic Buying" and was presented by Mr. J. C. Hood.

SYSTEMATIC BUYING

By J. C. Hood

Before taking up his subject the speaker showed a certificate of membership in the N. C. P. A. issued in 1880 to his grandfather, Mr. B. R. Hood, who was also the father of Mr. T. R. Hood, one of the charter members present. He said that it was a priceless possession in his family. Continuing the speaker said that he considered ultra-conservative buying mighty poor business, but it is just as unbusinesslike to buy too much for the store's need. Druggists should acquaint themselves with the requirements of their businesses. "What you want to do is to know how to buy profitably without having an accumulation of stock." Mr. Hood stated that one man had handled the buying in his store for fifteen years. A "Want book" helps him in the task. Every Saturday night he begins his rounds over the entire front part of the store, ascertaining what is needed in each department, and in so far as possible fills the wants from the storage room. "We try to buy supplies sufficient for four weeks." The same plan is used in the prescription room. "On Saturday night we get our orders up for any items we need. We know beforehand where we are going to buy the various items. By Monday or Tuesday our stock has been replenished. By doing this we feel that we keep our stock complete, but not overloaded and our losses of sales because we are out of goods reduced to a minimum." In replacements of items occasionally called for the firm uses its judgment; the stock is gone over twice a week and slow moving items pushed up to the front of the store; so many new items are being introduced to the drug trade that a proprietor "finds it impossible to tell what an item will develop into until it has been carried."

Mr. J. C. Hood: I would like to have the privilege of presenting to the convention at this time a distinguished member of that distinguished group of men who came to Raleigh fifty years ago and formed the North Carolina Pharmaceutical Association. This gentleman is Mr. T. R. Hood, of Smithfield.

Mr. T. R. Hood graciously acknowledged the presentation expressing his pleasure over being present, and stating that he felt as young as he did when he became a charter member of the Association in 1880. (Applause.)

The next talk was by Mr. A. Coke Cecil who chose as his subject, "Stationery."

STATIONERY

By A. Coke Cecil

The speaker recounted some of his experiences as a pharmacist and said that the many inroads on the drug business had caused his firm to go into new fields. By an arrangement with the landlord his drug store had been extended through to the next street and the new stationery department was added with $1,000 expended in office supplies and equipment. Portable typewriters are handled very profitably. "Reading cards" had proved quite an item. School supplies (school books are not carried) had proved a good seller. The firm had also carried steel desks—the local competition on wooden desks had prohibited the inclusion of such stock. Books had been used as a sideline, and in this field sales had been helped by unconscious coöperation of local happenings, such as the local theatre showing a "talkie" of some book, etc. In addition, to the actual sales in the new department, "we have gotten several drug accounts through our office connections."

Mr. J. G. Ballew presented the next talk on the subject of "Garden Seeds."

GARDEN SEEDS

By J. G. BALLEW

The speaker told of several experiences he had had in successfully introducing novelty items and then took up the subject of garden seeds, which he considers the "most profitable thing you can possibly sell." "There is a minimum profit of 100 per cent." The firm does its own packaging, using its own envelopes which are purchased by the thousands. Orders are placed early in the year for the following season so that if there is a shortage the order will not be cut or there will be time to secure the seeds elsewhere. "I sell by listed price in the catalogue, giving the customers the catalogues of the seeds I carry and showing them that they can be bought more easily and as cheaply from my store."

Mr. I. W. Rose was called upon to talk on the "Commercial Side of Professional Pharmacy."

COMMERCIAL SIDE OF PROFESSIONAL PHARMACY

By I. W. ROSE

The speaker stated that no profession is without its commercial side. "The one thought I had in mind to get over to you people is to justify the charge we make in our prescription department. There are cut prices all around us . . . get all the business you can, but don't impair the prescription department. Have well trained men in it." He then cited from a copy of a practical examination recently given by the State Board of Pharmacy, "thinking it would not be amiss if I gave you a list of some of the things we had the boys make—simple things but requiring care and experience."

At this point Secretary Beard read a paper on "Store Arrangement," by Mr. A. E. Weatherly, who was unable to be present.

STORE ARRANGEMENT

By A. E. WEATHERLY

The paper dealt with the re-arrangement of an old store rather than with the layout for a new one. Many articles on store arrangement do not satisfactorily meet conditions of the average small Southern town. In arranging a store careful consideration should be given to the following fundamental principles: (1) Allot your space according to the revenue each department produces or may produce; (2) Arrange departments so that the amount of walking for clerks may be reduced to a minimum; (3) Low display cases and tables should be used; (4) Don't neglect parts of the store; and (5) Study your store layout and the psychology of the trade, creating new arrangements which the customers will observe and appreciate.

The next talk was by Mr. C. B. Miller on "Merchandising Ten-Cent Items."

MERCHANDISING TEN-CENT ITEMS

By C. B. MILLER

; Such articles are being manufactured in increasing quantities because there is a demand for the merchandise.

They attract to the store a class of people who have been customers of the ten-cent stores. They prove particularly attractive to the week-end trade, and the tourist passing through prefers them. Only the advertised lines are carried. A ten-cent counter or table, placed in the front of the store, will make many sales. The profits are not large, but the items are a good advertisement to the store, bringing into it many customers who will purchase more expensive articles. "Don't let customers buy the ten-cent package if you can persuade them to buy the more expensive articles."

At this point Mr. W. W. Parker, Sr., presented to the convention Hon. Jas. R. Young, former Insurance Commissioner and a charter member of the N. C. P. A.

Mr. Young stated that although he had not been a druggist for many years he had always been interested in the profession and had watched with pleasure the growth of the Association.

The next order of business was the presentation of papers by members of the Traveling Men's Auxiliary.

Mr. John K. Civil chose as his subject, "Druggists I have Met." The paper took

up the business methods used in a number of stores visited by Mr. Civil.*

Mr. Sterling L. Hubbard presented a paper on "The Proper Merchandising of Box Candies." It offered suggestions for conducting more profitably the candy department of a drug store. He felt that in the small towns one line of candy is ample and in towns with a population of 10,000 or more a druggist is justified in handling two lines only. Candy is sold more by sight and word suggestion than by actual demand. Fresh candy is necessary for a profitable business. In conclusion several suggestions were made for the proper care of candy stock.*

Mr. Tom Johnson next gave some suggestions on the proper care of a soda fountain.

At this point the Secretary read a telegram from Messrs. P. H. Thompson and F. T. Mitchell regretting their inability to be present at the convention. He also read the following letter:

Wilmington, N. C.,
August 11, 1930.

North Carolina Pharmaceutical Association,
Hotel Sir Walter,
Raleigh, N. C.

Gentlemen:

I regret very much my inability to be present and enjoy with my old friends and others of the North Carolina Pharmaceutical Association, the celebration of the Semi-Centennial Anniversary.

I trust that the meeting will be thoroughly profitable and enjoyable to all of you that have the good fortune of being able to attend.

I wish to take this opportunity to thank each and every member for the beautiful pin sent me from Asheville. I would have acknowledged receipt of pin before, but I have been hoping that I might be present at this time to express my thanks and appreciation in person.

I shall always take great pleasure in wearing the pin and shall always prize it as one of my highest possessions.

I also, want to thank you for having elected me an Honorary Life Member of the North Carolina Pharmaceutical Association.

With kindest regards, I am,

Cordially yours,
(Signed) JOHN H. HARDIN.

Secretary Beard suggested that the Assistant Secretary be instructed to send telegrams to Messrs. Hardin and H. R. Horne, the two charter members who were unable to attend the convention.**

At this point Mr. Rose moved that the Association express its thanks to Chairman M. L. Jacobs for the interesting program presented at the meeting of the Scientific Section, and that his suggestion to change the name of the Section to the Section on Practical Pharmacy and Dispensing be adopted.

Mr. Horne seconded the motion and it was carried.

The report of the Committee on Papers and Queries was called for. There was no report.

Mr. Goode moved that Messrs. Jas. R. Young and R. I. Williams, original charter members, be made Honorary Life Members. The motion was carried.

Upon the motion of Mr. Paul C. Brantley the convention stood for a moment in respect to the memory of Messrs. Tom Butler and Frank Bradburn, past presidents of the T. M. A., who had died during the year.

Mr. Sam E. Welfare stated that he felt that the Commercial Clinic had been of great interest and value, and moved that it be continued at the 1931 convention on whatever day the Executive Committee deemed best. The motion was seconded by Mr. Parker and carried.

Secretary Beard moved that the privileges of the floor be extended to Mr. Turner F. Currens, vice-president of the Norwich Pharmacal Co., "who took such good care of us during the 1926 meeting in New York."

Mr. Currens graciously responded, stating that he had enjoyed the meeting as much as any he had ever attended and expressed his pleasure that the Commercial Clinic was to be continued. Concluding Mr. Currens said, "Many people will walk a mile for a Camel, but I will ride all night any time to attend a meeting of the North Carolina Pharmaceutical Association."

The representative of Lehn and Fink called attention to the announcements being

* This paper will be published in full in the November issue of THE JOURNAL.

** The following telegram was sent: Regret you cannot attend convention. Association sends greetings and best wishes.

(Signed) N. C. P. A.

distributed by his firm and stated that reprints could be secured.

Upon motion the meeting adjourned.

FIFTH SESSION

The fifth session of the Association was called to order by President Fordham at ten o'clock Wednesday morning, August 13.

The report of Attorney F. O. Bowman was called for.

ATTORNEY BOWMAN'S REPORT

Mr. President, and Members of the North Carolina Pharmaceutical Association:

I have the honor to submit at this time my Tenth Annual Report as General Counsel for your Association.

The report consists of:

First, a general statement of the work engaged in by me during the past year, particular mention being called to the Association trip last summer for the purpose of obtaining new members, collecting dues, and, at the same time undertaking to establish by personal contact the sort of cooperation and good-will necessary for the proper functioning of the organization;

Second, a brief reference to a proposal that, according to authentic information, will be submitted for passage at the 1931 Session of the General Assembly, known as the "Barbital Law" —a measure designed to limit and restrict the sale and possession of Barbital and other hypnotic drugs, and

Third, a discussion of the much-talked of "Sales Tax", so widely advocated as a source of additional revenue, pointing out the inequalities and discriminations of this system of taxation.

During the past year, the demands made upon me and the duties performed have been more numerous, perhaps, than during any previous year I have been with the Association. Changing conditions and developments in the drug world bring new responsibilities, and these require both time and work to fulfill.

Aside from the regular office routine of answering inquiries covering a multiplicity of subjects, and furnishing numerous opinions on legal questions submitted by members of the Association, I have edited the Legal Section of the CAROLINA JOURNAL OF PHARMACY, prosecuting more than a dozen Trade-mark and Copyright registrations in the United States Patent Office; effected compromises with the Federal Government for minor violations of the Narcotic laws; appeared many times before the State Department of Revenue and other departments with respect to tax questions and other matters affecting retail druggists; handled the insurance service feature; made frequent trips to different sections of the State on Association business; assisted in the work carried on by the Citizens Protective League of the Carolinas, with headquarters at Charlotte, and the Guilford County Community Builders, Greensboro, in behalf of the independent merchant and business man; spend no little time in the campaign to get the "best men" available in the respective counties of the State to run for the Legislature and in co-operating with other organizations, together with the local druggists, merchants, and others in getting all such men nominated after they had entered the race; besides spending sixty-four days on what should properly be called the "Summer good-will and dues collecting trip."

Summer Trip

Because of the many duties engaging Secretary Beard, making it impossible for him to make the Association trip last summer, the Executive Committee requested me to make the canvass again in his stead. I was on the road sixty-four days during the months of July, August, September, and October, secured fifty-six new members, together with four Life Memberships, succeeded in reinstating many delinquent members who, no doubt, without the personal visit would have allowed their memberships to lapse, and collected $3,900.00 in dues. On other trips at odd times during the year, I obtained four additional members and collected $150.00 more in dues, therefore, making the total number of new members secured during the year, sixty, and the total amount of dues collected in excess of $4,000.00.

The Barbital Law Proposal

Information from authoritative sources has reached me that a bill to limit the sale and possession of Barbital and other hypnotic drugs will be submitted for passage when the next Legislature convenes. It is stated by advocates of the measure that the use of hypnotic drugs is steadily growing and that the use of these drugs is being abused in no small degree by the public, because they are easily and readily obtainable whenever and by whomever desired. The measure to be proposed, it is understood, will be patterned after the Virginia Barbital law enacted last year, which restricts the sale of diethyl barbituric acid, derivatives thereof, preparations containing any of these, mixtures and solutions of any of them, together with sulphonal, trional, tetronal and chloral hydrate, or any preparation containing twenty grains of chloral hydrate to the ounce. The restriction in the sale of any of the drugs included in the prescribed list is to registered pharmacists on physicians' prescriptions, which prescriptions may not be refilled. States other than Virginia, including New York, Pennsylvania, Massachusetts, and still others, I understand, have laws similar to the Virginia Law.

To what extent the use of hypnotic drugs is being abused in North Carolina I do not know; nor, do I know the extent of the agitation actually existing for the passage of a law of this kind, though at least a half dozen physicians and a larger number of our members within the last few months have made the suggestion to me that

our Association should ask for the passage of such a law. Certainly, there is to be found no class of men better qualified, both by training and the position they occupy, than the members of this organization to determine whether or not there exists a need for legislation restricting the sale of hypnotic drugs. If such a proposal is found to be in the interest of public health and as a safeguard and further protection to the public, I respectfully submit that it should be sponsored by this organization rather than by persons outside the professions of pharmacy and medicine.

I do not wish to be understood as recommending that the Association endorse the legislation proposed and seek to have it enacted into law. I simply lay the proposition before you and commend it to your thoughtful consideration and for whatever action your good judgment after due deliberation may direct.

Pharmaceutical associations, in addition to the purposes of the promotion and development of the scientific and professional aspects of pharmacy, have come into being, also, "for mutual advancement, to establish close contacts, to develop policies, to furnish opportunity for common counsel, to disseminate information, and to combat inimical legislation," as in the case of purely trade asosciations.

In the matter of legislation, while the trade association, as a rule, is interested primarily in legislation involving taxation, labor, competition, transportation, etc., this organization, because of the nature and variety of the classes of articles dealt in by its members, the close relation of pharmacists to public health and public welfare, and, too, because the practice of pharmacy is the subject of appropriate measures defining the practice of that profession, must consider necessarily a vastly greater number of problems than other organizations of retailers. The very nature of the retail drug business seems to lend itself to legislation and regulation. The members of this Association, however, may point with pride to the fact that reasonable legislation and proper regulation in the interest of public health and public welfare during the 50 years of its existence have had the general endorsement and support of the pharmacists of the State. While, on the other hand, unreasonable and unnecessary legislation and regulation have been opposed with vigor and with marked success. A continuance of this same policy will bring victories in the future both in obtaining wise legislation that is needed and in forestalling legislation that is bad.

Legislative Year

Within a few months, on the 7th of next January, the 1931 General Assembly will convene in Regular Session. Every warning signal indicates that retail druggists, along with other merchants and business enterprises, will be confronted with one of the most serious situations they have ever had to face. I refer to the danger of the adoption of a sales' tax program for North Carolina.

Sales tax measures certainly will be submitted for passage when the Legislature convenes. The sentiment for the adoption of such a tax program is wide-spread. Prior to the Primary more than a hundred of the two-hundred and thirty odd candidates for the Legislature were definitely committed to this means of raising additional revenue, according to reports from the respective counties of the State. Taxpayers Leagues' have been formed in a large number of the Counties for the purpose of securing relief at any cost from land taxes by legislative enactment. Leaders in the movement, in many instances, are large property owners, who seek a substantial reduction and in some cases the total elimination of the tax on land. There are political leaders and other well-informed men who frankly state that a sales' tax in some form, most likely upon a selected list of commodities, the "so-called luxuries or non-essentials," must be imposed in order to provide the revenue needed to grant the relief demanded. There are still others who look with favor upon and are advocating a general sales tax for this purpose. In this conection, it should be borne in mind that any tax relief given will obviously necessitate the State's taking over some of the services and functions now administered by the counties, thereby relieving the counties from imposing and collecting taxes for these services, for the reason that North Carolina does not levy a property tax, having abandoned this tax in favor of the counties and municipalities in 1921.

In view of the situation just described, I desire to discuss as briefly as possible the sales tax question and point out some of the objections of a sales tax.

General Sales or Turnover Taxation

Let us consider, first, General Sales or Turnover Taxation, as distinguished from specific sales taxes. The characteristics of a general sales tax is that it attaches, directly or indirectly, to all sales in a prescribed class or classes, such as sales at retail, sale at wholesale, manufacturers' sales, etc., extending, therefore, uniformly to all sales transactions except specific exemptions.

The general sales taxes that have been imposed in the United States and abroad fall into the following classification:

A. *Multiple Turnover Taxes*
   1. General Turnover Tax.
   2. Commodity Turnover Tax.

B. *Single Turnover Taxes*
   1. Production Tax.
   2. Retail Sales Tax.

The classification primarily is based on whether or not the tax is imposed on several or all of the stages of a commodity, or whether it is imposed only once on each commodity. The first is multiple turnover, the second single turnover tax. Multiple turnover taxes are subdivided into a general turnover tax which is a tax that includes

commercial or professional services, sale of immoval properties, etc., while commodity taxes merely apply to transfer of tangible materials or commodities. The turnover taxes are grouped according to the action which furnishes the basis for taxation. If the tax is imposed chiefly on sales by manufacturers and producers the tax is called a production tax, while a retail sales tax is levied on the sale to the ultimate consumer.

While the history of the general sales or turnover tax extends through the middle ages and to antiquity, only within recent years, however, has it been given a general place in tax systems. But, within these few years it has developed from a subject of class-room discussion to a major source of revenue for many foreign countries. Only England and the United States, of the greater national states or governments have been reluctant to employ it. Of the American States, West Virginia, Georgia, and Kentucky, levy a general sales or turnover tax applying to all transactions or all business done within these States. Four other States, Pennsylvania, Connecticut, Delaware, and Missouri, provide for the taxation of certain groups of manufacturing or mercantile enterprise on a gross income basis, either by the State itself or by local governments; these state gross income taxes are allied to turnover taxation and deserve consideration as aspects of turnover taxation. Of the dependencies of the United States, the Phillipine Islands and Porto Rico levy turnover taxes of the commodity transfer type. The experience with the tax in the United States, therefore, has been limited in its adoption and operation. Whether or not our State, and other States will give the Sales tax a place in their tax systems depends largely upon the constitutional, the economic, the social, the administrative and the revenue characteristics of this plan of taxation.

The West Virginia Turnover Tax

The State of West Virginia in 1921 found itself faced by rapidly increasing expenditures and an insufficiency of revenue from existing sources. During the closing days of the 1921 session of the Legislature, while there was considerable feeling that the extractive industries of the State—coal-mining and natural gas and oil production—should contribute more to the support of the state government than in the past, a bill providing for a gross sales tax on all sales, industrial, commercial and casual, was pressed through the legislature with little consideration, and enacted into law. The greatest yield of the tax has never exceeded $4,000,000.00, although 48 per cent. or nearly one-half of the yield has come from the extractive industries of the State. The business interests of West Virginia are greatly dissatisfied with the tax, it is reported, to the extent that threats of secession have been made by one section of the State.

The Georgia Gross Income Tax

Georgia finding itself faced with a serious deficiency in state revenue, adopted a Sales Tax in August, 1929, similar to that of West Virginia, simply as a temporary measure, however, as the law automatically becomes inoperative December 31, 1931, and enacted to tide the State over the present period until constitutional amendments may be acted upon permitting an increase in the property tax levy, the limit of which is now only five mills, and authorizing the adoption of an income tax. It is believed that when these taxes are available the use of a sales tax will be unnecessary.

The Kentucky Gross Sales Tax

Kentucky but a few months ago adopted a sales tax patterned after the West Virginia and Georgia laws. Although aimed to hurt chain stores by penalizing the additional volume they develop through the operation of many stores instead of just one, since the original bill carried an exemption of $50,000. It was amended, however, and a general sales tax measure enacted. Starting at 1/20 of 1 per cent. on sales of $400,000 or less, the tax rate increases on each additional $100,000 of sales, until $1,000,000 is reached, at which point the excess pays 1%. Under this law, a store doing $50,000 will pay a tax of $25.00 a year if it be operated as an individual store, but it will have to pay $152.50 if, with the same volume, it happen to be a unit of a chain of 20 similar stores, with a combined volume of $1,000,000. The law is expected to be short-lived. It is meeting considerable opposition already, and it predicted that the courts will kill it, if not, that the legislature will, and that the retailers who advocated its enactment will be the first to demand its repeal.

The Pennsylvania Mercantile License Tax

The Pennslyvania Mercantile License Tax, first levied in 1821 to apply only to foreign wares, but later extended in its scope, although levied as a license tax on wholesale and retail merchants, has some of the characteristics of a general sales or turnover tax. While the tax has been a fruitful source of revenue to the state government, yielding more than 3 1/2 million dollars in 1926-27, it has resulted in much judicial controversy, and for at least two decades there has been a strong current of disapproval of the mercantile license tax.

The Connecticut Merchants' and Manufacturers' Tax

In 1921 Connecticut levied a privilege tax on unincorporated manufacturing and mercantile concerns. The measure was the gross income or turnover of the taxed concerns attributable to Connecticut business, determined by the proportion of each taxed firm's real and tangible personal property located within the state. The Connecticut merchants and manufacturers tax is often referred to as a general sales or turnover tax, though it is limited in its scope and deserves

consideration as a modification or variation of the general principle of turnover taxation. The annual of the tax is slightly more than one-half million dollars.

The Delaware Merchants' and Manufacturers' Tax

In Delaware, non-incorporated merchants and manufacturers, other than wholesale merchants, are likewise taxed on their gross incomes. Here, the administration of the tax is lax. The taxpayers merely report to the County Clerk of the Peace that their gross income does not exceed a certain figure, and pay a tax on that figure. The laxity of the law, together with the small rates imposed, have preserved the tax. The annual yield of the tax is approximately $100,000.

The Missouri Local Turnover Taxes

As permitted by the state law, the city of St. Louis levies a 1% tax on the turnover of manufacturers and merchants. The tax on manufacturers is measured by their local output, irrespective of destination; that on merchants is measured by their domestic sales. A similar turnover tax is likewise levied in Kansas City.

I have given the above summary of general sales tax legislation in the states employing it to show the nature, scope, effect, and revenue possibilities of this form of taxation.

The principal objections against a sales tax may be briefly set forth as follows:

(1) To the extent that it cannot be shifted or passed to the consumer, the merchant must pay the tax himself, and, as a tax on retailers, it falls unequally upon different classes of business. Being based upon gross sales or volume rather than upon gross profits, although, it is out of the latter the tax must be paid, it falls heaviest on those whose gross profits is thinnest.

(2) To the extent that it can be shifted, it disregards one of the most commonly accepted canons of taxation, that is, the ability to pay. The millionaire and the day-worker are put upon the same footing, irrespective of discrepancy between the respective incomes. The fact that the millionaire will pay more dollars than the wage earner does not meet the objection, because the millionaire will be able to pay the tax without feeling it, whereas the wage earner has all he can pay for what he consumes without the additional burden of the sales tax.

(3) The sales tax is a consumption tax, and, therefore, an added business cost, which the consumer must pay in the end. A consumption tax necessarily curtails the buying power of those with limited incomes and this hurts business generally.

Other obvious disadvantages and inequalities of the sales tax, include the following:

It is difficult to formulate and administer, and expensive to collect. It not only is unequal between various types of businesses, but it also discriminates in favor of large corporate combinations, besides, placing home manufacturers in unfair competition with foreign manufacturers. It encourages mail order buying, and not only keeps business enterprises from coming into the State, but it also drives business and industry from the State. It is simply a bad tax and cannot be justified in a great commonwealth like ours. The one thing only it will do is to raise revenue, but, mind you, at the expense of the masses the State is trying to help. The sales' tax is a sort of South American tax that builds up one class at the expense of the other. Peons can better be robbed than the common people of our State.

Special Sales Taxes

Special sales taxes or consumption excises are taxes on special or selected articles, as distinguished from the general sales tax which applies to all sales, and are construed as "those taxes levied upon the producer, manufacturer, wholesaler, retailer or other middleman which it is the intention of the enacting body to be passed on to the ultimate consumer."

Consumptions excises or special sales taxes were used by some of the colonies prior to the establishment of the present federal government, and some few states levied excises on alcoholic beverages under state supervision of the whiskey traffic. But from the Civil War period until 1920 it seems to have been a tradition or unwritten law that these taxes were to be reserved for the federal government. However, during the last decade there has been rapid development in this method of raising state revenue.

Because of its universal use by all the states, its general acceptance by students of public finance, and the specific object for which it is levied, the consumption tax on gasoline falls in a class wholly apart from other commodity sales taxes that have no relationship what-so-ever to the purposes to which the revenues they yield are put, therefore, not considered in this discussion.

The states which have levied consumptions excises on commodities other than gasoline are Arkansas, Alabama, Connecticut, Georgia, Iowa, Kansas, Louisiana, North Dakota, Oregon, South Carolina, South Dakota, Tennessee, and Utah. The field was first entered in 1921 by Connecticut with a tax on admissions, and Iowa with a tax on cigarettes. Then, in 1923, followed Georgia and South Dakota with cigarettes, Utah with tobacco in its various forms, and South Carolina with cigars, cigarettes, ammunitions, candy, and admissions. Arkansas, with cigars and cigarettes, was the only addition in 1924. But in 1925 North Dakota imposed a tax on cigarettes, Oregon and Tennessee on all tobacco products, and South Carolina expanded her excises to embrace soft drinks of all kinds, ice cream, cosmetics, chewing tobacco, and snuff. Louisiana, with tobacco products, was the only State to enter in 1926. In 1927 Alabama and Kansas joined the ranks with cigarettes, and South Carolina made further expansion by taxing cut-glass, playing cards, and sporting goods. It appears that Connecticut

is the only state to have withdrawn from the field after having once entered it, though Louisiana in 1926, because of the great unpopularity of the tobacco tax, repealed it and adopted in lieu therefor a tax on malt, and, in the same year South Carolina dropped the excise on milk drinks, ice cream, and cosmetics, the former because the tax was ruining the dairy business of the State, and the latter because of the evasion of the tax by the importation of articles from out of the State. In 1929 the states of Tennessee, Arkansas, and Michigan on malt and malt extracts. With the single exception of South Carolina, no state now taxes any commodities other than tobacco products and malt and malt extracts.

The annual yield from the tobacco tax in the states mentioned ranges from $400,000 in South Dakota to $1,312.000 in Alabama, the average being close to $900,000, and the total yield from the various consumption excises in South Carolina amount to little more than $3,000,000 annually.

A majority of the states specify that the revenue realized shall be used for maintaining and extending public education, and the special sales taxes are being advocated for this purpose in this State. I can imagine no greater handicap that could be placed on public education than to tie up its future with nuisance tax legislation, nor do I believe we could injure the cause of education generally more than to associate it with the constant and everlasting irritation of a sales tax for its support.

The objections and inequalities of a general sales tax plan, set out above, apply alike to special sales taxes, except that the case against the latter is much the stronger. If there is a complete retardant of business the sales tax is it. No greater handicap could be placed upon North Carolina's business progress than the adoption of such a tax system. Nuisance taxes act as a constant irritant to the public's good nature; they make tax-collectors out of merchants without paying them for the services rendered. Hundreds of thousands of dollars now come to North Carolina yearly from the border towns to escape the taxes in South Carolina, which is now in a death grapple with this sort of legislation that has already destroyed many of its business interests. In the central part of the State it is passed on from one to another and ultimately exacts the toll from those least able to pay. I am sure that no one who has studied the experience of the Federal government with nuisance taxes during the World War is convinced that there is opportunity to preach its favor with any degree of soundness as to its economic balance. The Federal Government found that it was impossible to collect the tax, that the collection charges of the amount collected were too expensive because of an ever increasing army of collectors and inspectors was necessary. The demand for its repeal was almost unanimous. I submit that North Carolina cannot afford to adopt this odious and cowardly system of taxation.

In conclusion, let me say that approximately 60 percent of the nominees for the next General Assembly are going to the Legislature for the first time, and that a large number of these men are definitely committed to the adoption of a sales tax in some form or another. Whether or not we shall be successful in forestalling this type of legislation will depend largely upon the individual members of this Association, and the other merchants and business men of the State, many of whom have been and are now actively engaged in building up sentiment against the proposal.

It is to be hoped that during the coming session of the Legislature there will be developed another Frank Hancock to lead us to victory in the battle we are certain to have. In this connection, also, let me say the business interests of North Carolina, particularly the retail druggist, will greatly miss the leadership of Frank Hancock at the next Legislature. At the same time, however, he will continue to be the same friend and servant of these business men in the Congress of the United States, as Representative, to which position he was nominated from the Imperial Fifth District at the last Primary, by one of the greatest majorities ever received by any candidate for that office. It is a rare compliment to him that he received the support of every retail druggist in the district, except two, who for personal friendship were compelled to vote for his opponent. I congratulate our own Mr. and Mrs. Hancock for the honor that has come to their only son.

Respectively submitted,

(Signed) FREDERICK O. BOWMAN.

(Applause).

Upon motion the report of Attorney Bowman was accepted with the sincere thanks of the Association for his splendid services and for his effective work during the year.

Secretary Beard announced that the Proprietors' Section had chosen the following officers for the coming year: Messrs. W. L. Moose, *Chairman,* and C. M. Fordham, *Secretary-Treasurer.*

At the request of the Clerks' Section the address of Mr. F. H. Scroggs, Chairman of the Section, was read by Secretary Beard. This address appears on page 24 of the Proceedings.

The report of the Legislative Committee was called for. There was no report.

The report of the Resolutions Committee was called for and Chairman Warren W. Horne read a number of resolutions which had been submitted. A motion was passed that these resolutions be acted upon separately.

CHAIRMAN HORNE: Resolution 1 is:

Whereas, our two national organizations, the American Pharmaceutical Association, representing the educational, scientific, and professional interests of all divisions of pharmacy, with the record of more than seventy-five years of honorable service; and the National Association of Retail Druggists, now the largest organization of retail merchants in the United States, with the experience of thirty years in fighting the battles of commercial pharmacy, are entitled to the full support and co-operation of all our membership, therefore

Resolved, that we recommend that every pharmacist carry membership in both of these organizations and that this Association renew its affiliation with the National Association of Retail Druggists.

Upon the motion of Mr. Stowe, seconded by Mr. Parker, the resolution was adopted.

CHAIRMAN HORNE: Resolution 2 is:

Whereas, The Association has been honored in the election of Secretary Beard as President of the Conference of Pharmaceutical Association Secretaries, and

Whereas, the Conference in acting as a clearing house for matters of state association problems will serve a most useful purpose and work for the benefit of this Association, therefore, be it

Resolved, that the Conference of Pharmaceutical Secretaries be extended our full support and co-operation.

Upon the motion of Mr. Waters, seconded by Mr. Stowe, the resolution was adopted.

CHAIRMAN HORNE: The third resolution is:

Resolved, that the North Carolina Pharmaceutical Association again endorse the bill providing for a Pharmacy Corps in the United States Army.

Upon the motion of Mr. Rose, seconded by Mr. Hancock, the resolution was adopted.

CHAIRMAN HORNE: Resolution No. 4 is:

Resolved, that the North Carolina Pharmaceutical Association again endorses the Capper-Kelly Bill now pending before the Congress of the United States and urges the enactment of this or other legislation that will legalize the right of independent manufacturers and distributors to enter into contracts for the protection of re-sale prices of competitive trade-marked merchandise.

Resolved, further, that this Association continue its efforts in co-operation with other organizations in bringing to the attention of Congress, the need for this legislation for the best interest of the consuming public as well as for the betterment of trade conditions, and that the Secretary of the Association be requested to send a copy of this resolution to each Senator and member of Congress from this State.

Upon the motion of Mr. Hancock, seconded by Mr. Civil, the resolution was passed.

CHAIRMAN HORNE: Resolution No. 5 is:

Whereas, certain manufacturers of nationally advertised toilet articles in their radio broadcasting repeatedly advise the public to purchase their products and other drug store items from independent neighborhood druggists, therefore, be it

Resolved, that the North Carolina Pharmaceutical Association in convention assembled, hereby expresses its appreciation of this attitude on the part of said manufacturers and recommends that in window display advertising and trade promotion plans, favorable consideration be given those manufacturers who have adopted this policy.

Upon the motion of Mr. Parker, seconded by Mr. J. F. Hoffman, the resolution was adopted.

CHAIRMAN HORNE: The sixth resolution is:

Whereas, it is the practice of many manufacturers to supply hospitals, sanitariums, and charitable agencies, at substantial reductions from wholesale prices, various proprietary remedies and medicinal products in the identical packages sold over pharmacy counters, and

Whereas, this often creates a wrong impression on the public when charged a fair retail price, therefore, be it

Resolved, that we heartily endorse the efforts of the New York State Pharmaceutical Association Committee on Fair Trade to bring about agreements with manufacturers whereby such products supplied to hospitals, free clinics, health department stations, etc. at prices below those charged to the retail drug trade, may be furnished in distinctive packages so that the public will know that they came from a public service dispensary, and we request that the delegates from this Association to the National Association of Retail Druggists be furnished with a copy of this resolution with the request that the N. A. R. D. use its influence to put an end to the abuse now practiced in this matter.

Upon the motion of Mr. Rose, seconded by Mr. Waters, the resolution was passed.

CHAIRMAN HORNE: The seventh resolution is:

Whereas, we believe a sales tax is an unwise and inequitable system of taxation; that its operation would place an unreasonable and expensive burden upon retailers, making every merchant a tax collector for the State without compensation; that it would create bootleg merchandising

and encourage dishonesty, that it would drive business from the State and increase mail order buying and work irreparable injury to mercantile interests, therefore, be it

Resolved, that this Association is unalterably and unqualifiedly opposed to a sales tax in any form and its officers and the Legislative Committee are instructed to do everything possible to prevent the enactment of such a tax by the General Assembly of the State, and that we co-operate to the fullest extent with organizations to accomplish the defeat of any such legislation.

Upon the motion of Mr. Welfare, seconded by Mr. Hancock, the resolution was passed.

CHAIRMAN HORNE: I have another resolution, submitted by Mr. Goode, which reads as follows:

Whereas, The Coca-Cola Company, a Corporation organized many years ago, has had the full support of Retail Druggists and other operators of soda fountains. and

Whereas, The Coca-Cola Company has prospered greatly as a result of this co-operation on the part of the Retail Druggist and

Whereas, The indicated book-value of its stock is $11.86 per share and,

Whereas, Its entire obligations on December 31, 1929 were only $2,728,632. And

Whereas, It had on hand cash and marketable securities to the amount of $6,575,405. And

Whereas, It had sundry current assets to the amount of $1,524,190. And

Whereas, It had inventories to the amount of $9,136,214. And

Whereas, In 1926 it earned a dividend of $5.25 per share, in 1927 $6.16, in 1928 $7.19 and in the year 1929 $10.25 per share. And

Whereas, The 1929 earnings apply after Class A Stock requirements of $3.00 per share were paid. And

Whereas, Its earnings have steadily increased in percentage for many years. And

Whereas, This year its earnings promise to be in excess of $11.00 per share. And

Whereas, Both production and sales are apparently higher than in 1929. And

Whereas, Its financial position is sound. And

Whereas, On December 31st, 1929 its balance sheet shows it had assets 18 times greater than apparent liabilities. And

Whereas, Its stock quoted even at the present high figure of $179.00 yields 3 1/3%. And

Whereas, The price of sugar is cheaper at this time than in any time in many years past. And

Whereas, The former price of Coca-Cola was $1.50 per gallon with a rebate up to 25c per gallon depending on amount used. We therefore feel that the Coca-Cola Company in the face of the present low market on sugar should reduce their price back to the old level or at least to $1.50 per gallon.

Therefore be it Resolved, That the North Carolina Pharmaceutical Association in Convention assembled on this 12th day of August, 1930, in the City of Raleigh respectfully urges and requests the Coca-Cola Company to reduce the price of Coca-Cola syrup in conformity with the above and that a copy of these resolutions be mailed to the Coca-Cola Company at their home office in the City of Atlanta, Ga. And

Be it Further Resolved, That a copy of these Resolutions be sent by the delegates of this Association to the N.A.R.D. with the request that they be adopted and that the N.A.R.D. use its best efforts in their behalf for the benefit of the druggists of the country as a whole.

There was considerable discussion of the resolution, some of the members thinking it was rather critical or caustic; others favoring it. Finally, a standing vote was called for and the resolution was passed.

President Fordham called for a report from the Trade Interests Committee.

Chairman Stowe presented an informal report and read extracts from an article in the *Retail Ledger* for July, which presented an optimistic view of the possibilities for the Capper-Kelly Bill being passed at the next session of Congress.

In the absence of Chairman Tarkenton there was no report from the Committee on Co-operative Advertising, although Mr. Goode of the Committee told something of the work the group had been doing during the past year.

There was no report from the Insurance Committee but Mr. Stowe stated that Chairman Blair would send it to the Secretary in time for publication in the Proceedings. (This report has not been received by the Secretary.)

There was no report from the Committee on the Principles of Business Practice, although Mr. A. C. Cecil of the Committee offered some suggestions as to what should be taken up by this group in the future.

Mr. J. A. Goode presented a brief report for the delegates to the N.A.R.D convention. He told of the work the organization is doing and plead for a larger North Carolina representation.

Upon the motion of Mr. R. R. Copeland, seconded by Mr. Welfare, the Hon. Josephus Daniels was made an Honorary Member of the Association.

Upon the motion of Mr. Welfare, seconded by Mr. Hoffman, President Frank P. Graham, of the State University, was also made an Honorary Member.

The report of the Committee on the President's Address was next called for. This will be found on page 30.

Mr. Hancock stated that fifty years ago he had offered a resolution which he would like to present again:

Resolved, That the thanks of the North Carolina Pharmaceutical Association are due and hereby tendered to the druggists and citizens of Raleigh for the warm hearted hospitalities which they have extended us during our visit to their city.

The resolution was enthusiastically passed.

Secretary Beard presented a resolution of thanks to the Raleigh druggists and their wives, to the Traveling Men's Auxiliary, to the Capudine Chemical Co., to the W. H. King Drug Co., to Mr. Gilliam Grissom, to Dr. H. C. Christensen, to Mr. B. Frank Page, to Mr. Clyde Eddy, to the Sir Walter Hotel, to the Coca-Cola Co., to the White Ice Cream Co., to various manufacturing firms, to the local newspapers, and "to any other firm or person who has added to our pleasure."

The resolution was passed by a rising vote.

Secretary Beard stated that a few days before the convention representatives from a life and casualty insurance company had visited him with a plan of group insurance, and that he wanted to ascertain if the Association was interested in such a proposition. If so, there were other companies offering such a plan and the matter should be taken up with them also before any definite decision was made.

There was some discussion of the matter and finally, upon the motion of Mr. Hancock, the matter was referred to the Executive Committee "with power to act as they see fit."

The report of the Nominating Committee was presented by Chairman E. V. Zoeller. The following names were submitted as nominees for office for the year 1931-32, to be elected by mail ballot.

For President:
Fred Hester, Asheville
T. A. Walker, Charlotte

For First Vice-President:
J. C. Hood, Kinston
G. A. Iseley, Raleigh

For Second Vice-President:
Samuel Carter, Salisbury
A. E. Weatherly, Greensboro

For Third Vice-President:
W. M. Tucker, High Point
Paul Webb, Sr., Shelby

For Secretary-Treasurer:
J. G. Beard, Chapel Hill
E. F. Rimmer, Charlotte

For Members of the Executive Committee:
For One-Year Term:
J. C. Brantley, Sr., Raleigh
G. K. Grantham, Sr., Dunn

For Two-Year Term:
C. L. Eubanks, Chapel Hill
J. A. Goode, Asheville

For Three-Year Term:
H. M. Cooke, Salisbury
W. W. Horne, Fayetteville

Mr. Goode asked that his name be taken from the ballot and that of Mr. R. R. Copeland, of Ahoskie, be substituted therefor.

Upon motion this substitution was made, and the report of the Nominating Committee was accepted with the one change in the slate.

The next order of business was the election of a member of the Board of Pharmacy.

Mr. Welfare nominated Mr. W. L. Moose, of Albemarle. Mr. Stowe seconded the motion, paying tribute to Mr. Moose's educational and personal qualifications for the office. Mr. Goode added a few words of praise of the nominee. Thereupon the candidate was duly elected, the Secretary being instructed to cast the ballot of the Association for Mr. Moose as a member of the Board of Pharmacy for a five-year term, beginning April 28, 1931.

The report of the Committee on Time and Place of Next Meeting was next called for.

Chairman Stowe stated that the Committee had invitations for the 1931 convention from White Lake Beach, Morehead City, and Wrightsville Beach, and had received intimations of such invitations from Charlotte and High Point. The Committee recom-

mended Wrightsville Beach as the next place of meeting, the time to be left to the Executive Committee.

The report of the Committee was accepted.

At this point the following new members were duly elected:

Messrs. J. P. Burnett, Whitakers; E. O. Edgerton, Raleigh; and R. C. Harrelson, Tabor; and R. E. Betts (Associate).

PRESIDENT FORDHAM: Before proceeding with the next item on the program I feel that I want to say just one word. The year of my administration has drawn to a close. I am about to vacate the chair for another, who, I think, is more capable and more worthy of serving the Association than I have been. However, I am grateful for the honor that you have paid me and for the co-operation not only of the officers of the Association, but of the members as a whole. I appreciate also the splendid interest shown by the druggists of Raleigh, the friendship and interest manifested by the Traveling Men's Auxiliary and by every one connected with the Association in any way. I want to express my thanks for everything that has been done. I realize that I have accomplished very little in my administration. While I do not wish to offer an alibi for anything I have failed to do for the Association, I remember that we have not had any legislative "fights" this year such as President Miller will have and that others before me have had. In vacating the chair I wish to say that I fully appreciate the honor you have done me and I now renew my allegiance to the Association and anything that I can do to help with Association work, I am ready to do it. (Applause.)

On behalf of the Association Mr. Goode expressed appreciation to retiring President Fordham for his splendid services during his tenure of office, stating that he enjoyed the love, esteem and confidence of the entire membership.

The next order of business was the installation of the new officers, elected by mail ballot during the summer of 1929. Messrs. Stowe and Welfare were chosen as a committee to present the new officers. They are:

President: C. B. Miller, Goldsboro.

First Vice-President: J. C. Hood, Kinston.

Second Vice-President: G. A. Iseley, Raleigh.

Third Vice-President: Fred Hester, Asheville.

Secretary-Treasurer: J. G. Beard, Chapel Hill.

Three Members of the Executive Committee: J. C. Brantley, Raleigh; J. A. Goode, Asheville; and Warren W. Horne, Fayetteville.

PRESIDENT C. B. MILLER: *Fellow-Members of the North Carolina Pharmaceutical Association:*

I suppose, having been elevated to the highest gift in your possession, that it is in order for me to make a few remarks showing my appreciation. It is an honor to be made a president of this Association. I assure you that I deeply appreciate it and that I shall endeavor to the very best of my ability to serve you satisfactorily and intelligently. No man can carry on this job alone. I need the co-operation of every loyal member of this Association and I am sure with the able lieutenants on my right and on my left, who have always been faithful, that I shall not fail. Any time that any of you have any suggestion to make to me I shall be more than pleased to have it. In union there is strength and by gathering strength from the loyalty of this Association I feel that I can carry on, and I hope that this year may be the brightest, the best, and the happiest year in all the years of the North Carolina Pharmaceutical Association. (Applause.)

There being no further business, upon motion the convention adjourned, *sine die*

(Signed) J. G. BEARD,
Secretary-Treasurer.

ENTERTAINMENT FEATURES

The Raleigh druggists and the T.M.A. spared no pains or expense to provide the druggists and their families with delightful entertainment. On Monday afternoon the men were guests of the local druggists at the baseball game between Raleigh and Henderson, while the ladies were given a delightful automobile drive over the city by the T.M.A. Following the evening session on Monday, the Capudine Chemical Company tendered the delegates and their guests an informal reception and dance in the Vir-

ginia Dare Ball Room of the Sir Walter Hotel. On Tuesday morning, under the direction of the Woman's Entertainment Committee, with Mrs. G. A. Iseley as chairman, and through the courtesy of the local druggists, there was a breakfast, followed by a card party, for the ladies in the Carolina Hotel. At 1:00 p.m. a buffet luncheon was given on the third floor of the post office building by Mr. Gilliam Grissom, Collector of Internal Revenue, for every one registered for the convention. In the evening a banquet and ball was tendered by the Traveling Men's Auxiliary in honor of the druggists and their guests. This event was held in the Virginia Dare Ball Room. President Frank P. Graham, of the State University, was the guest of the Auxiliary and made the address of the evening. On Wednesday morning a special matinee was arranged for the ladies at the motion picture theatre, and immediately following the adjournment of the convention the W. H. King Drug Co. was host at a barbecue at the State Fair Grounds.

THE CONSTITUTION AND BY-LAWS

CONSTITUTION

Article I—Name

This Association shall be called the North Carolina Pharmaceutical Association.

Article II—Object

The aim of this Association shall be to unite the reputable pharmacists and druggists of this State for mutual assistance, encouragement, and improvement, and to advance the science and art of pharmacy, and thereby restrict the dispensing and sale of medicine to properly qualified pharmacists and druggists.

Article III—Membership

This Association shall consist of active, associate, life and honorary members.

Article IV—Officers

The Association shall have the following officers: A President; three Vice-Presidents; a Secretary-Treasurer; an Assistant Secretary-Treasurer; a Local Secretary; and an Executive Committee of seven members, all of whom shall hold office until their successors are elected and have qualified. The President, three Vice-Presidents, the Secretary-Treasurer, and one member of the Executive Committee shall annually be elected by ballot. The Assistant Secretary-Treasurer and the Local Secretary shall be elected annually by the Executive Committee. The President, two ranking Vice-Presidents, and the Secretary-Treasurer shall be *ex-officio* members of the Executive Committee.

(Amended 1930.)

Article V—Amending Constitution

Every proposition to alter or amend this Constitution shall be submitted in writing and received at an annual meeting, and may be voted on at the next annual meeting, when, upon receiving a vote of three-fourths of the members present, it shall become a part of the Constitution.

The By-Laws may be altered or amended by a vote of three-fourths of the members present taken thereon.

BY-LAWS

Article I—Election of Officers

Section 1. A Nominating Committee of seven members shall be annually chosen by the President charged with the duty at each annual convention of selecting candidates for the offices of President, three Vice-Presidents, Secretary-Treasurer, and one member of the Executive Committee.

(Amended 1930.)

Sec. 2. The Nominating Committee shall submit at the last session of each annual convention the names of two or more persons as candidates for each of the offices of President; First Vice-President; Second Vice-President; Third Vice-President; Secretary-Treasurer, and one member of the Executive Committee. These names are to be submitted by the Secretary-Treasurer by mail to every member of the Association within two months after he receives them, together with the request that the members indicate their preference on a ballot enclosed for that purpose, and return the same by mail within one month.

(Amended 1930.)

Sec. 3. The ballots received as indicated in the preceding article are to be sent by the Secretary-Treasurer to a Board of Tellers, composed of three members to be appointed by the President, who shall count

as votes in the annual election only those ballots received from members whose dues have been paid for the current year, and who in turn shall certify to the Secretary-Treasurer the result of the election, after which the latter shall be published.

Sec. 4. The officers thus elected by a plurality of the votes cast shall be installed at the final session of the next annual meeting.

(Added 1927.)

ARTICLE II—DUTIES OF OFFICERS

Section 1. The President shall preside at all meetings, and administer the rules of order usual in deliberative assemblies. He shall nominate all special committees, except a majority of the members present resort to balloting or other means. He shall sign the certificates of membership and countersign all orders upon the Secretary-Treasurer. He shall present at each annual meeting a report of the operations of the Association during the year, and suggest such subjects for its benefit as he may deem worthy of notice.

Sec. 2. The Vice-Presidents shall in case of temporary absence or inability of the President to serve, perform his duties in the order of their names.

Sec. 3. The Secretary-Treasurer shall keep a fair and correct record of all the proceedings of the Association. He shall keep on file all papers and reports read. He shall be charged with all correspondence, and with the editing, publishing, and distributing of the Proceedings of the Association, under the directions of the Executive Committee. He shall notify all members four weeks in advance of each annual meeting, and at each annual meeting render a report of the duties performed by him since the last annual meeting. He shall furnish the Chairman of every Special Committee with a list of its members. He shall be *ex-officio* a member of the Executive Committee.

Sec. 4. The Local Secretary shall act under instructions from the Secretary-Treasurer.

Sec. 5. The Secretary-Treasurer shall collect and have charge of all funds of the Association. He shall give bond in the sum of one thousand dollars for the faithful performance of his duties. The bond must be acceptable to the Executive Committee and placed in the custody of the President, who shall deliver it to his successor. He shall hold and issue the certificates of membership. He shall report to the Executive Committee, previous to each annual meeting, the names of those members who have failed to pay their dues for two successive years. He shall keep a list of the names, residences, and dates of entrance of each member, and furnish a list of the same at the close of each annual meeting for publication. He shall preserve all applications for membership. He shall pay all bills when countersigned by the President, and at each annual meeting render an itemized statement of his account.

Sec. 6. The Assistant Secretary-Treasurer shall aid the Secretary-Treasurer in the performance of his duties, and in the absence of the latter shall serve in his stead.

(Added 1924.)

ARTICLE III—OF COMMITTEES

Section 1. There shall be five standing committees; An Executive Committee of seven members; a Committee on Papers and Queries; a Committee on Trade Interests and a Committee on Practical Pharmacy and Dispensing; each to consist of three members; and a Resolutions Committee of five members; all to be annually elected or appointed, according to the will of the Association.

Sec. 2. The Executive Committee is charged with the following duties: the annual revision of the roll of members; the investigation of applications for membership; the publication and distribution to all members of the annual proceedings; the reporting at each annual meeting of members in arrears for two years; the preparation of appropriate notices of deceased members; and it shall also have general charge of and final authority over all affairs of the Association which are not specifically provided for elsewhere in the By-Laws, and report in writing annually its complete proceedings to the Association.

(Amended 1924, 1925.)

Members of the Executive Committee, other than members *ex-officio*, shall be elected to serve for a term of three years.

(Added 1930.)

Sec. 3. The Committee on Trade Interests shall consider all matters of a trade

or commercial nature referred to them, and render a report thereon at such time as may be directed. They may make annual reports and suggest remedies of such trade or commercial irregularities as they may deem worthy thereof.

Sec. 4. The Committee on Papers and Queries shall receive all papers or essays for the Association, and designate which of them shall be read at length and which by title. They shall, in connection with the Secretary-Treasurer, arrange the time which may be most appropriate and convenient for presenting them. They shall annually report within three months after their election or appointment a proper number of questions of scientific and practical interest, the answer to which may advance the interest of pharmacy; and shall procure the acceptance of as many such questions for investigation and reply as may be practicable; and in other ways induce the presentation of papers and essays.

Sec. 5. The Committee on Practical Pharmacy and Dispensing shall present to each convention scientific papers for study. They shall also bring before the delegates the experiences of druggists with every-day problems in the laboratory, in prescription compounding, and in research work.

(Added 1924.)

Sec. 6. The Committee on Resolutions shall meet together before each convention and decide on matters upon which the organization should take a public stand. They shall then present to the delegates in regular session a carefully thought out program which may be accepted, amended, or rejected as the collective judgment of the convention may decide.

(Added 1924.)

ARTICLE IV—OF MEMBERSHIP

Section 1. Every pharmacist and druggist residing in the State, of good moral standing, who is registered or is eligible to registration as a Registered Pharmacist under the Pharmacy Act of this State, of which satisfactory evidence shall be produced or shown to the Executive Committee, may become a member of this Association.

Any unregistered pharmacist, residing in the State, who possesses license as an Assistant Pharmacist, or who has had not less than three years experience in compounding drugs, or who has graduated from a reputable college of pharmacy, may, upon furnishing proof of his eligibility, become an associate member subject to the same fees and regulations that govern registered members. Associate members may not hold office, but may enjoy all other privileges of membership.

(Amended 1925.)

Sec. 2. Any person eligible to membership may apply in writing, with the indorsement of two members in good standing, to any member of the Executive Committee, who shall report his application to said Committee; if, after investigating his claims, they shall approve his election, they shall, at the earliest time possible, report his name to the Association, and he may be elected by a two-thirds vote of the members present on ballot.

Members may also be admitted at any time by making application to the Secretary-Treasurer, with the endorsement of two members in good standing and accompanied by the initiation fee and dues for a year, said application to be approved by the Secretary-Treasurer and Chairman of the Executive Committee, when the membership certificate will be issued. Those members so admitted between June 1 and January 1 shall be considered as having paid dues up to May 31 of the following year. Those admitted between January 1 and June 1 shall be considered as having paid up to May 31 of the following year.

(Amended 1915 and 1924.)

Sec. 3. No person shall be considered a member of this Association until he has signed the Constitution and By-Laws and paid into the treasury the sum of $1 as an initiation fee, also the annual contribution for the current year. All persons who become members shall be considered permanent members, but may be expelled for improper conduct by a vote of three-fourths of the members present at any annual meeting.

Sec. 4. Every member shall pay in advance into the hands of the Secretary-Treasurer the sum of twelve dollars as his yearly contribution, except those not financially interested in a drug business shall pay five dollars. Any one in arrears at any annual

meeting shall not be entitled to vote, and any one neglecting to pay his annual dues for two successive years shall be liable to lose his membership. Members complying with the preceding section of this article are entitled to certificates of membership, signed by the President, a Vice-President, and the Secretary-Treasurer. Ex-members, who are so from omissions to pay their dues, desiring to re-unite with the Association, may do so by applying in writing to the Secretary-Treasurer and paying into the funds of the Association the sum of two years' dues when they were members and the dues for the current year; whereupon their names shall be replaced upon the roll.

(Amended 1924.)

Sec. 5. Any member, not in arrears, moving to another State and once in two years reporting to the Secretary-Treasurer his address, shall be regarded as a non-resident member of this Association, and it is hereby provided that such failure to report shall be sufficient warrant for the Secretary-Treasurer to drop the name of such non-resident member from the roll of membership. Non-resident members shall not be eligible to hold office nor be required to contribute to the funds of the Association, but they shall have the privilege of attending the meetings and participating in the deliberations.

Sec. 6. A registration fee shall be paid by each person participating in the affairs of the annual convention. The amount of such fee shall annually be fixed by the Executive Committee.

(Added 1924.)

Sec. 7. Any member who shall pay the Secretary-Treasurer the sum of fifty dollars at one time shall become a life member and shall be exempt from all future annual dues.

(Amended 1920.)

ARTICLE V—OF MEETINGS

Section 1. The meetings shall be held annually, or from time to time, as the Association may determine, provided that in case of failure of this from any cause the duty of calling the Association together shall devolve upon the President, or on the Vice-Presidents, with the advice and consent of the Executive Committee. Special meetings may be held upon the written request of fifteen members, which shall state the purpose thereof, and only such matters shall be considered at the meeting.

(Amended 1914.)

Sec. 2. At the opening of each annual meeting, in the absence of the President, or Vice-Presidents, one of the Executive Committee shall take the chair. In the absence of all, a President *pro tempore* shall be elected by the members present. In the absence of the Secretary-Treasurer, the presiding officer shall appoint a Secretary *pro tempore*.

Sec. 3. Fifteen members constitute a quorum.

ARTICLE VI—OF SECTIONS

Section 1. There shall be three sections within the Association namely proprietors, clerks and wholesalers. Each section shall have a Chairman, Vice-Chairman and Secretary. The several sections shall meet separately from each other during each convention to discuss and form policies for their own particular guidance. No action taken by a section shall bind the whole body save when such action has been submitted to and endorsed by the entire Association.

(Added 1925. Amended 1928.)

ARTICLE VII—OF DELEGATES

Section 1. The President shall annually appoint five delegates to the American Pharmaceutical Association; five to the National Association of Retail Druggists; and three to the North Carolina State Medical Society. The delegates shall present their reports at the next annual meeting of the Association. Delegates shall be entitled to appoint alternates.

ARTICLE VIII—ORDER OF BUSINESS

1. Roll Call.
2. Reading of minutes.
3. Election of new members.
4. Presentation of new members present.
5. Presentation of visiting delegates, etc.
6. Reports of officers.
7. Reading of communications.
8. Reports of standing committees.
9. Miscellaneous business.
10. Unfinished business.
11. Election of officers.
12. Presentation of new officers.
13. Adjournment.

ROLL OF MEMBERS

An asterisk (*) before a member's name indicates attendance at the Raleigh meeting.
A dagger (†) before a member's name denotes both life and charter membership.
Names of life members are printed in small capitals.
Names of charter members are printed in italics.
The date following a member's name indicates years of affiliation.

A

Abernethy, John Graham	1917	Elkin
Ackerman, Harvey Arthur	1929	Winston-Salem
Ackerman, Robert Nollie	1928	Mount Airy
*Adair, Walter Holmes	1924	High Point
*Adams, Edward Clarence	1910	Gastonia
Adams, Eugene Edgar	192 4	Newton
Adams, John Leon	192.5	Gastonia
*Adams, Ray McClaine	1925	La Grange
Adams, Will Johnson	1929	Sylva
Ahrens, Adolph George	1926	Wilmington
Aiken, Joseph Henry	1925	Biltmore
Aiken, Leonard Walter	1917	Asheville
*Alderman, Jacob Leroy	1923	Raleigh
Allen, Charles Henry	1920	Huntersville
Allen, H. H.	1917	Cherryville
Anderson, Joe (1913)	1924	New Bern
Andes, Garrette Earl	1929	Wadesboro
*Andrews, Charles M.	1907	Burlington
*Andrews, Richard Homer	1915	Burlington
Andrews, Wesley T.	1922	Goldsboro
Arps, Ernest Guilford	1926	Plymouth
Austin, Beverly Newton	1928	Shelby
Avera, John Randolph	1928	Biltmore

B

*Bain, Jones Douglas	1925	Lexington
Baker, Julian LaFollette	1929	Greensboro
Baker, Walter Presley	1922	Raeford
Ballance, Geo. Harvey	1928	High Point
*Ballew, James Gordon	1917	Lenoir
Barbour, Joseph Parker	1928	Burlington
Barger, Calvin Nicholas	1928	Oakboro
Barker, Ernest Jerome	1916	Rowland
Barnes, Edwin Wilmer	1912	Nashville
Barnhardt, Manlus Ray	1929	Rockwell
Barnhill, Walter Lee	1924	Wilson
Barrett, Raymond Ellis	1919	Burlington
*Baucom, Alfred Vernon	1906	Apex
*BEARD, J. G. (1923)	1908	Chapel Hill
*Beavans, William Eugene	1919	Enfield
*Beddingfield, Chas. H.	1919	Clayton
Beddingfield, Edgar T.	1917	Clayton
Bell, Frank Roland	1924	Beaufort
Bender, Walter Meares K.	1928	Wilmington
Bennett, A. M., M.D.	1912	Bryson City
Bennett, Kelly E.	1912	Bryson City
Benson, Ernest Stuart	1913	Wilmington
Bernard, Germain	1904	Durham
Berryman, C. H.	1929	Burnsville
*Best, John Harper	1923	Greensboro
Betts, John Aldin	1926	Hendersonville
Biddy, Oscar Daniel	1926	Asheville
Bilbro, Quinton Trotman	1924	Asheville
Bingham, William Hunter	1927	Concord
*Bissette, Paul Branch	1924	Wilson
Black, Bonner Brevard	1921	Cleveland
Black, Frank Leroy	1928	Gastonia
Black, Oliver Randolph	1927	Bessemer City
Blackman, Broadus Lee	1928	East Spencer
Blair, Rochell Kent	1919	Charlotte
Bland, J. A.	1919	N. Wilkesboro
Blanton, Charles Donald	1928	Lowell
Blue, A. F.	1919	Laurinburg
*Blue, Daniel Adolph	1926	Carthage
Bobbitt, Adolphus Bracey	1919	Winston-Salem
Bobbitt, Louis Myron	1917	Winston-Salem
Boddie, Samuel Perry	1920	Louisburg
Bolinger, Clayton Emerson	1928	Asheville
Bonner, Brem	1924	Lenoir
Bonner, Robt.	1927	Valdese
*Boon, W. J.	1904	Raleigh
*Boone, D. Leonard	1905	Durham
*Boone, John Troy	1915	East Durham
Boyce, James B., Jr.	1916	Warrenton
Boysworth, Ernest Gaston	1928	Norwood
BRADHAM, C. D. (1906)	1895	New Bern
*Bradley, Jesse Powell	1910	Burlington
Bradshaw, Edw. Luther	1927	Greenville
Bradsher, Wm. D.	1928	Charlotte
Brady, Chas. A.	1919	Newton
Brakebill, Rankin Lowry	1927	Madisonville, Tenn.
Brame, Robert Marvin	1901	N. Wilkesboro
Brame, Wm. Anderson	1913	Rocky Mount
*Brantley, John C.	1917	Raleigh
Brewer, Stroud Otis	1915	West Durham
Brinkley, James Hackburn	1923	Hillsboro
Brison, John Edgar	1924	Gastonia
Bristow, Ellie Burton	1924	Rockingham
Britt, Carl Barden	1928	Rocky Mount
*Brodie, Thomas Lewis	1930	Henderson
Brooks, Frank Gibbons	1921	Siler City
Brookshire, Guy Elliott	1919	West Asheville
Brookshire, Lloyd P.	1924	West Asheville
Brown, Henry C.	1915	Goldsboro
Brown, James Dulon	1916	Durham
Brown, Joseph Key	1913	Greenville
Brown, Newton	1927	Asheville
Browning, David Benjamin	1929	Rocky Mount
Bryan, Robert Bruce	1927	West Asheville
Bryan, Wm. Dempsey	1920	Tarboro
Buchanan, George Gilmer	1927	Greensboro
*Buffaloe, John Mack	1919	Raleigh
Bunting, J. H. (1893)	1923	Wilmington
Burgiss, Thos. Ray	1926	Sparta
*Burnett, John Paul (1918)	1930	Whitakers
*Burt, Milton Stanley	1930	Varina
*Burwell, W. A.	1919	Raleigh
*Butler, Alman Byron	1922	Clinton
Bynum, Carney Washington	1928	Norfolk, Va.

C

Cagle, Carlus Vann	1927	Greensboro
Cain, Leighton Dewey	1921	Greensboro
Caldwell, Paul Grier	1922	Gastonia
*Campbell, Francis Earle	1927	Hamlet
Campbell, Howard Turner	1925	Maiden
Campbell, Rowe B.	1918	Taylorsville
*Canaday, Ralph Clarence	1913	Four Oaks
Capehart, Cullen Tucker	1920	Charlotte
Carothers, T. R.	1928	Charlotte
Carswell, Abel Paul	1926	Charlotte
Carswell, Ransom Fred	1920	Winston-Salem
CARTER, SAMUEL (1918)	1915	Salisbury
Carter, Stamey	1918	Salisbury
Cassell, A. Sam	1917	N. Wilkesboro
Cate, Arlindo S. (1909)	1922	Greensboro
*Cecil, Aros Coke	1919	High Point
Chalker, Ottis Geiger	1922	Winston-Salem
Champion, Henry Chivous	1926	Shelby
Champion, Herbert Otis	1926	Shelby
Chandler, Herbert C.	1927	Greensboro
*Cheek, Germain Bernard	1926	Durham
*Cherry, Jas. L.	1925	Belmont
*Civil, John Krough	1928	Charlotte
Clark, Claude Baxter	19..4	Williamston
Clark, Wm. Alexander	1926	Wilson
Claverie, Jos. Stanilous	1917	Asheville
Clayton, Albert Winfrey, Jr.	1926	Roxboro
Cline, Clement Eugene	1924	Marshall
Cline, Frederick Herman	1920	Charlotte
Cline, Jas. Oren (1917)	1930	Lenoir
Cobb, James Louis	1920	Wilmington
Cole, Thos. Reid	1925	Pinehurst
Coleman, Henry Grady	1915	Durham
Comar, Wm. Alexander	1928	Asheville
*Compton, James Wesley	1917	Salisbury

Connell, Jas. Beardsley.....1930 Hendersonville
*Cook, Robert E. Lee.....1904 Tarboro
*Cooke, Henry Maddry.....1906 Spencer
*COPELAND, ROBT. R. (1925).1917 Ahoskie
*Coppedge, J. Benj. (1913)....1922 Raleigh
*Coppedge, James William.....1915 Raleigh
*Costner, Beverley Pulaski.....1910 Lincolnton
*Council, Commodore Thos.....1915 Durham
Cox, Garnett McLean.....1922 Spencer
Cox, Leland Hall.....1928 Belmont
Crabtree, Gilbert.....1915 Raleigh
*CRABTREE, W. A. (1917).....1915 Sanford
Craig, Wm. Franklin.....1924 Charlotte
Craven, Chas. Hugh.....1926 West Asheville
Crawford, Charles Latham....1926 Greensboro
Crawford, Edgar P.....1919 Lenoir
*Creech, Durward H. (1908).1929 Smithfield
Croom, Robt. DeVane.....1924 Maxton
Crow, Clarence Hinderlite.....1928 Asheville
Crutchfield, Thomas G.....1920 Greensboro
*Culpepper, Frank Douglas.....1913 Henderson
Curtis, Tyson Alexander.....1930 Charlotte
Curtis, Jas. Richard.....1929 Kings Mountain
Cutchin, Jas. Mack, Jr.....1908 Whitakers

D

Dailey, James Futrall.....1922 Laurinburg
*Dailey, R. I.....1919 Reidsville
*Daniel, Elbert C.....1916 Zebulon
Darlington, James Manly.....1924 Winston-Salem
Davis, Clifford Vernon.....1921 Elizabeth City
*Davis, David Ramsey.....1926 Roxboro
Davis, Edw. M. (1925).....1930 Roxboro
Davis, Edwin Bonner.....1916 Morganton
Davis, Hamilton Ewart.....1927 Andrews
Davis, James Robert.....1925 Asheville
*Davis, Jos. Gomer.....1927 Charlotte
Davis, Junius W.....1919 Edenton
Davis, J. Wiley S.....1926 Canton
Davis, Karl Welfare.....1922 Winston-Salem
Dawson, Benj. Truet.....1920 Rocky Mount
Dawson, Raymond Samuel....1928 Asheville
Day, L. G.....1930 Spruce Pine
Dayvault, Frank Wilson.....1929 Mooresville
Deal, Harland Murlee.....1926 Landis
Dees, Fred.....1919 Burgaw
Dees, Robt. Edw. Lee.....1920 Wallace
Derrick, Claude Lonnie.....1928 Charlotte
Detter, Eli Earle.....1925 Hickory
Dill, Geo. W., Jr.....1927 Mount Olive
Dillehay, J. T.....1929 Southern Pines
Dinwiddie, Paul Homes.....1925 Black Mountain
*Dowdy, David Astor.....1918 High Point
Driggers, Earle.....1925 Winston-Salem
Duffy, Frank S.....1919 New Bern
Dukes, Marion Heyward.....1926 Hillsboro
Dunn, Robert A.....1904 Charlotte
*Durham, Carl Thomas.....1918 Chapel Hill

E

Eason, Chas. Wm.....1928 Charlotte
*Edgerton, Elmer Otis (1908)1930 Raleigh
*Edwards, Otho Crowell.....1922 Raleigh
*Edwards, Snowdie McG.....1919 Ayden
Edwards, Thos. Northey.....1919 Charlotte
Eldridge, Julius.....1922 Greenville
Elkins, Van W. B. (1915)....1929 Siler City
Ellington, Richard A.....1922 Madison
*Elliott, Augustus Green.....1915 Fuquay Springs
Ellis, Wm. Dewey.....1926 Bessemer
Elrod, Hugh Foster.....1924 Greenville, S. C.
Ethridge, Samuel B.....1917 Washington
Etheridge, Sidney G.....1913 Elizabeth City
*Etheridge, Thomas Jarvis.....1920 Oxford
*Eubanks, Clyde L.....1915 Chapel Hill
Eubanks, James Norwood.....1917 Greensboro
Evans, William Bryant.....1924 Mount Airy

F

Farrington, John Vanstory....1926 Raleigh
Feagin, E. L.....1928 Hendersonville
Fearington, Tom Bell.....1924 Asheville
Ferguson, Howard Quinn.....1924 Statesville
Ferguson, John Stratford.....1929 Raleigh
*Ferrell, Wessie Conway.....1920 Nashville
Fetzer, Frank Goodson.....1922 Wadesboro
Fields, James Thaddeus, Jr...1917 Laurinburgh
Finley, Gray Bynum.....1920 Marion
Fisher, Lester.....1920 Statesville
*Fitchett, Carl E.....1916 Dunn
*Fleming, Cary Hunter.....1929 Raleigh
Fleming, J. M.....1929 Latta, S. C.
*Fordham, Christopher C.....1897 Greensboro
Fordham, C. C., Jr.....1925 Greensboro
*Fordham, Christopher McK..1922 Greensboro
Foster, Caney.....1913 Weldon
Foster, Dan Wm.....1927 West Asheville
Foster, John Coke.....1927 West Asheville
Fowlkes, Wm. Mortimer.....1920 Rockingham
Fox, Charles Michael.....1909 Asheboro
Fox, Ludolph Glenn.....1922 Rockingham
*Franklin, Kenneth Vaden.....1928 Raleigh
*Frieze, William Scott.....1919 Concord
Frontis, Stephen William.....1930 Winston-Salem
Fulghum, Raiford Thomas....1913 Kenly
*Fullenwider, Phifer.....1924 Raleigh
Furr, Fitzhugh Lee.....1921 CliftonForge, Va
Futrelle, William Leon.....1916 Wilmington

G

Gaddy, Henry Moody.....1917 Charlotte
*Galloway, Rawley.....1922 Raleigh
Gamble, Archie Alex.....1926 Monroe
Gamble, Chas. Franklin.....1920 N. Charlotte
Gamble, John Paul.....1921 Monroe
Gardner, T. L.....1908 Reidsville
*GATTIS, PHILLIP D. (1929).1922 Raleigh
*Gibson, Allison McL.....1925 Gibson
Gilliam, Wade Axom.....1925 Winston-Salem
Gilreath, Alonzo L.....1928 Asheville
Glass, Patrick Gray.....1926 Kannapolis
Glenn, Arthur Leon.....1925 Charlotte
Glenn, Jamerson Samuel.....1925 Hickory
Godfrey, Paul Vernon.....1926 Leaksville
Gooch, Roland Louis.....1922 Oxford
Goode, Bagwell Sutton.....1930 Salisbury
*GOODE, J. A. (1919).....1911 Asheville
Goodman, George C.....1881 Mooresville
Goodrum, C. S.....1916 Davidson
Gore, Chas. Samuel.....1928 Asheville
Gorham, Richard Speight.....1919 Rocky Mount
*Graham, John Calhoun, Jr...1917 Red Springs
*GRANTHAM, G. K. (1918).....1895 Dunn
Grantham, George Kenneth..1926 Gastonia
*Grantham, Hiram.....1904 Red Springs
Grantham, Leland B.....1929 Asheville
*Grantham, Lewis Irvin.....1916 St. Pauls
*Gray, Polk Cleybourne.....1 Statesville
Gray, Ralph Alfred.....1926 Greensboro
Green, Charles F.....1915 Wilmington
Greene, Herbert Cooper.....1920 Charlotte
Greene, John Gustavus.....1919 High Point
*GREYER, C. P. (1917).....1909 Morganton
Griffin, Brack C.....1918 Huntersville
Griffin, Octavus.....1925 Rosemary
Griffin, William Russell.....1926 Rocky Mount
Griffith, W. (1914).....1923 Hendersonville
Grimes, David.....1924 Robersonville
Grimes, Thos. Walter.....1920 Salisbury
*Grissom, William.....1922 Raleigh
Grove, Charles Elmer.....1922 Asheville
Guion, Clayton Lloyd.....1921 Aberdeen
Guion, Clyde Doyle.....1919 Cornelius
Guion, Howell Newton.....1921 Marshville
*Guiton, John Albert.....1921 Whiteville
*Gunter, Charles Newton.....1926 Durham
Gurley, William Burden.....1917 Windsor

H

Hair, Robert Clifton.....1924 Pineville
Hales, Ralph A., Jr.....1925 Spring Hope
Hall, James Malcolm.....1922 Wilmington
Hall, James Malcolm, Jr.....1928 Wilmington
Hall, Jas. Samuel.....1926 Fayetteville
Hall, John Perry.....1925 Oxford
Hall, Stacy Buckner.....1926 Mocksville
Hall, William Paxton, Jr.....1922 Forest City
Ham, Thos. J., Jr.....1926 Yanceyville
*†*Hancock, Franklin Wills*.....1880 Oxford
Hand, Jasper Kennedy.....1922 N. Charlotte
Hardee, Aldridge Kirk.....1924 Graham
*Hardee, Wm. Edmund.....1927 Durham
Hardin, Eugene Brooks.....1924 Wilmington
†*Hardin, John H.*.....1880 Wilmington

Hardwicke, St. John Hart	1924	Buies Creek
*Harper, C. P.	1904	Selma
*Harper, Carl Talmadge	1917	Zebulon
Harper, Wm. Lacy	1926	Maxton
Harrell, John Wm., Jr.	1926	Raleigh
*Harrison, Louis Swepson	1927	Weldon
Harrison, Thomas N., Jr.	1916	Littleton
Hart, John Albert	1927	High Point
Hart, L. W.	1921	Fayetteville
*Hart, Robert Lee	1920	Southern Pines
*Harville, Reese Courts	1917	Thomasville
Haupt, Edward	1925	Newton
Hayes, Geo. Everett	1920	Hickory
Haymore, Jos. Baxter	1927	Maxton
Haywood, C. L.	1910	Durham
*Hedgepeth, Romulus A.	1927	Lumberton
Henderson, Guilford Elerby	1927	Lynchburg, Va.
Herndon, Claude Nash (1922)	1928	Greensboro
Herring, Needham B.	1917	Wilson
*Herring, Robert Roscoe	1917	Oxford
Hester, Fred	1922	Asheville
Hesterly, Louis Enloe	1914	Hendersonville
*HICKS, HENRY T. (1917)	1897	Raleigh
Hilton, Charles McLane	1908	Greensboro
Hobbs, Alden	1926	Kinston
*Hocutt, Delma Desmond	1920	Henderson
Hodges, Fred Hopkins	1925	Boone
*Hoffman, Joseph Filson	1920	High Point
Hogan, Alexander Lacy	1924	Kinston
Holland, Henry Odessa	1915	Apex
Holland, Robert Frank	1925	Dallas, Tex.
Holland, Willis Froneberger	1924	Mount Holly
*Hollingsworth, Joseph	1919	Mount Airy
*Holroyd, Robt. McTerrin	1928	Whiteville
Holshouser, John Leidy	1929	Chapel Hill
*Hood, Hal C.	1918	Smithfield
*Hood, John C.	1919	Kinston
Hood, Richard Thornton	1920	Kinston
*†*Hood, Thos. Ruffin*	1880	Smithfield
Hood, Thos. R., II	1925	Dunn
Hooper, Fred Lambert	1929	Sylva
Hord, Julian Cletus	1925	Maiden
†*Horne, H. R.*	1880	Fayetteville
Horne, S. Ruffin	1920	Fayetteville
*HORNE, W. W. (1917)	1900	Fayetteville
Horseley, Howard T. (1917)	1926	Bessemer City
Horton, John Palmer	1925	N. Wilkesboro
Horton, Roland Wm.	1925	Monroe
House, Joseph	1924	Beaufort
*HOWELL, E. V. (1917)	1892	Chapel Hill
Hoyle, Marion H.	1919	Cooleemee
Hudson, Joe Parks	1925	Monroe
Hufham, Walter	1918	Morehead City
Hughes, John Robert	1919	Madison
*Hunter, J. Boyce	1921	Raleigh
Hurdle, Oscar Lee	1928	Aulander
Hutchins, James Alexander	1910	Winston-Salem
*Hutchinson, J. McC.	1922	Charlotte

I

Ingram, L. M.	1920	High Point
Irvin, Otho Leroy	1924	Concord
*Iseley, George A.	1920	Raleigh

J

*Jacobs, Marion Lee	1927	Chapel Hill
Jackson, Jasper Carlton	1927	Woodland
*Jackson, Leonidas	1924	Erwin
Jacocks, Francis Gillam	1910	Elizabeth City
JAMES, ALBERT ALLISON	1916	Winston-Salem
James, Charles Jordan	1930	Hillsboro
*Jarrett, Lloyd Montaville	1922	Biltmore
Jenkins, Charles McBride	1925	Old Fort
Jenkins, Joseph Van	1925	Asheville
Jenkins, Lawrence Wilson	1922	Greensboro
*Jenkins, Sam	1929	Walstonburg
Jernigan, Rupert	1915	Fayetteville
Jetton, W. A.	1912	Davidson
JOHNSON, JAS. EDWIN	1928	Lumberton
*Johnson, Jay Hugh	1928	N. Wilkesboro
Johnson, Roy Josiah	1924	Asheville
*Johnson, William Lewis	1924	Raleigh
Joiner, Arthur Eugene	1924	High Point
Joiner, Leon B.	1920	High Point
Jones, Alpheus	1915	Warrenton
Jones, Dolan	1927	Monroe
Jones, John Barnes	1913	Lexington
Jones, John Lee	1924	Canton
*Jones, Joseph Hunter	1919	Haw River
*Jordan, Dillon Leroy	1921	Raleigh
Justus, William Hicks	1887	Hendersonville

K

Kelly, George Carl	1928	Durham
Kelly, Jonn Robertson	1909	Greensboro
Kendall, Bloomfield Horton	1922	Shelby
*Kerner, Lewis Clarence	1905	Henderson
Kerr, Jas.	1930	Liberty
Kibler, Ralph Emory	1922	Morganton
*Kimball, Clarence Victor	1927	Greensboro
King, B. Frank	1928	Laurinburg
King, J. R.	1915	East Durham
Kirby, Guy Smith, Jr.	1920	Marion
Kirkman, Paul Edwin	1926	Winston-Salem
Kirkpatrick, Geo. Luther	1928	Black Mountain
Knight, Robt. S., Jr.	1926	Ocean View, Va
Koonce, John Edw.	1918	Chadbourn
Kunkle, Austin Boyd	1925	Conover
*Kyser, Edw. Vernon	1923	Chapel Hill

L

Lamar, W. L.	1925	Albemarle
Lamm, Lewis Marion	1924	Mount Airy
Landquist, Thomas Eugene	1899	Winston-Salem
*Langdon, Ralph Edw.	1924	Raleigh
Lasley, Matthew Ivey	1924	Winston-Salem
Lawing, Karl Lauder	1922	Lincolnton
Lawrence, Clement L.	1929	Asheville
Layden, Edward Harris	1919	Lexington
Layton, Clifford Chas.	1925	Raleigh
Lazarus, Jos.	1925	Sanford
Lea, Lumartin John	1927	Sylva
Lea, Verne Duncan	1920	Charlotte
LEE, PARMILLUS A. (1918)	1906	Dunn
*Leggett, W. A.	1897	Edenton
Legette, John Salathiel	1928	St. Pauls
Lewis, Horace R. (1917)	1930	Asheville
Lewis, Wilson E.	1919	Mount Olive
Liles, Wayland Andrew	1924	Durham
LISK, DANIEL CLYDE (1929)	1920	Charlotte
Loftin, James Urus	1924	Albemarle
Long, Roy (1920)	1925	Brevard
Lord, Charles A.	1916	Asheville
Lunn, Frank Haliburton	1917	Winston-Salem
Lutz, Horace Cleveland	1909	Hickory
Lynch, Norman Walker	1920	McColl, S. C.
Lynn, Robert Marion	1925	Gastonia
*Lyon, F. F.	1916	Oxford
Lyon, Robert P.	1919	Charlotte
Lytch, Jas. Edison	1927	Rowland

M

Mabry, Chas. Snellings	1917	Hamlet
McBane, O. D.	1922	Pittsboro
McCrimmon, Daniel David	1928	Hemp
McCrummen, Daniel Clayton	1926	Morganton
*McDaniel, Wm. Aubrey	1919	Enfield
*McDonald, A. H. (1919)	1927	West Durham
McDonald, W. R., Jr.	1921	Spindale
McDowell, Norfleet Owen	1921	Scotland Neck
McDuffie, Roger Atkinson	1915	Greensboro
McGee, Robt. Henry	1921	Bolton, S. C.
*McKay, Daniel McNeill	1917	Durham
McKay, Joseph Wheeler	1925	Hazelwood
McKeel, Charles Baynor	1916	Columbia
McKenzie, Lacy McKinnon	1920	Lumberton
McKesson, Louis Walton	1902	Statesville
*McKinney, Wm. Merriman	1928	Greensboro
McKnight, L. E.	1921	Fayetteville
*McLeod, Alton Brooks	1928	Mebane
McManus, Matthew T. Y.	1924	Winston-Salem
McMillan, John D.	1916	Lumberton
McMullan, Francis Hunter	1918	Old Fort
*McNeely, Ralph Parker	1929	Charlotte
McNeill, Geo. K.	1906	Rowland
*Malone, Charles Everett	1917	Salisbury
Markham, George Wilbur	1929	Greensboro
*Martin, Alfred Newman	1922	Rosemary
Martin, Sydnor L., Jr.	1924	Leaksville
Mathes, T. J.	1924	Durham
*Matthews, Chas. E., Jr.	1919	Roanoke Rapids
Matthews, George W.	1922	Asheville
Matthews, Walter Forest	1915	Pendlenian
*Matthews, William McD.	1928	Wilson

Mattocks, A. McL. (1911)	1928	Wilmington
*MATTON, G. A. (1917)	1885	High Point
Mauney, Walter McCombs	1928	Murphy
Medford, DeVere Keith	1928	Clyde
Melvin, Marion Butler	1924	Roseboro
*Melvin, Perry Jenkins	1920	Roseboro
Meroney, Felix Porter	1929	Greensboro
Merriman, Wm. Doctor	1929	Charlotte
Miles, Morton Clifton	1917	Henderson
Miller, Carl Tienken	1916	Biltmore
*Miller, Charles Borden	1890	Goldsboro
Millican, Alexander G.	1921	Wilmington
Mills, John Craton	1919	Rutherfordton
Mills, Joseph Arthur	1922	Tabor
Mills, Robt. S., Jr. (1924)	1930	Marion
Mintz, M. B.	1929	Southport
*MISSILDINE, E. E. (1917)	1902	Tryon
Mitchell, Crudup P. (1917)	1922	Burlington
Mitchell, Franklin Troy	1924	Fairmont
Mitchell, Henry Gother	1914	Hamlet
*Mitchener, John A.	1922	Edenton
Moir, Archie L.	1919	Fayetteville
Montague, Geo. W.	1919	Durham
Mooneyham, Alvie Omega	1925	Asheville
Mooneyham, Oscar Jeter	1927	Henrietta
Moore, Aurelius Roy	1924	Wilson
Moore, Harold Porter	1927	Red Springs
Moore, John Patrick	1926	Middlesex
Moore, Milton Alvin	1926	Tarboro
Moore, Thomas John	1927	Wilson
Moose, George Kelly	1925	Boone
*Moose, Hoy Archibald	1927	Mount Pleasant
*Moose, Walter Lee	1924	Mooresville
Morgan, Ralph Siler	1929	Spruce Pine
Morrisette, Calvin Black	1919	Elizabeth City
Morrison, Matthew S.	1906	Wilson
*Morriss, Wilton Hamlin	1929	Roxboro
Morrow, Norman (1919)	1926	Gastonia
Mullen, Lester Boyd	1922	Asheville
Mullen, Thos. Lee	1927	Charlotte
Munday, Clifton Conner	1922	Taylorsville
Munday, James Coleman	1921	Maiden
Murphy, Chas. Lee	1917	Salisbury

N

Nance, John Sanford	1922	Charlotte
Nelson, John Basil	1929	Greensboro
Nelson, Stacy Gordon	1927	Beaufort
Neville, Augustus, Jr.	1927	Spring Hope
Newsome, Henry C.	1921	Winston-Salem
Nicholson, A. T.	1915	Tarboro
*Nicholson, M. A.	1918	Troy
Niestlie, William	1887	Wilmington
*Norman, J. P. (1924)	1930	Yadkinville
*Nowell, Wm. Robert	1913	Wendell
Nye, David S.	1925	Conway, S. C.
Nye, George Lanneau	1919	Rockingham

O

Oakley, Curtis Hill	1929	Roxboro
*O'Brien, Joseph I.	1922	Pinehurst
O'HANLON, E. W. (1929)	1928	High Point
O'Neal, Walton Prentiss	1895	Winston-Salem

P

*PAGE, B. FRANK (1930)	1906	Raleigh
*Palmer, Archibald Wm.	1925	Sanford
Parker, Fernando Wood	1924	Raleigh
Parker, Richard Smith	1922	Murphy
*Parker, Walter Wellington	1915	Henderson
*Parker, W. W., Jr.	1924	Henderson
Patillo, Roy Clifford	1924	Gastonia
Perry, Elijah B. (1919)	1929	Littleton
Petrea, Fred Smith	1920	Greensboro
Phifer, Bascom Rommie	1929	Monroe
Phillips, Colvin Bynum	1920	Lincolnton
Phillips, Millard Brown	1919	China Grove
Phillips, Wm. Penn	1927	Biscoe
Pickelsimer, J. B.	1929	Brevard
Pierce, James Stanley	1920	Rocky Mount
Pierce, Malcom Ernest	1920	Charlotte
Pigott, Dan Sherard	1926	Greenville
*Pike, Joseph Wm.	1922	Concord
*PILKINGTON, G. R. (1920)	1898	Pittsboro
Pinnix, John M. (1917)	1926	Kernersville
Pinnix, Wm. Maple	1925	New Bern
*Pleasants, Frank R.	1919	Louisburg
Poole, Laurie Brittain	1924	Greensboro
Pope, Henry Lennon	1908	Winston-Salem
Porter, Charles Davis	1924	Concord
Porter, Clifford	1922	Black Mountain
Powell, Joseph Clements	1928	Charlotte
*Powers, L. Bruce	1915	Raleigh
Price, Samuel Howard	1920	Mooresville
Prince, Robt. M.	1928	Charlotte
Pugh, Edward Stuart	1924	Windsor
*PURCELL, SAM M. (1919)	1909	Salisbury

Q

Quinn, Flay Dewitt	1921	Shelby

R

Ray, Clifford W.	1925	West Jefferson
Ray, Ervin Linwood	1926	Asheboro
Rayburn, Hansel Lewis	1925	Hot Springs, Va
RAYSOR, C. A. (1917)	1904	Asheville
*Reaves, Edwin Leroy	1920	Asheboro
Reaves, L. E.	1915	Raeford
Redding, E. F.	1919	Lucama
Reedy, Wm. Charles	1924	Henderson
Rees, Henry Ebenezer	1924	Salisbury
Reeves, Jefferson	1924	Waynesville
Reinhardt, Robt. Lee	1919	Forest City
Reins, Chas. Cicero (1925)	1930	Winston-Salem
*Rhodes, Cader	1924	Raleigh
Rhyne, Clarence Little	1922	Statesville
Rhyne, Wayne Frank	1925	East Gastonia
Rice, Leslie Davis	1924	Winston-Salem
*Ridenhour, Davidson Giles	1917	Mount Gilead
Rigby, John Neal	1928	Greensboro
*Rimmer, Eugene Freeland	1913	Charlotte
Rimmer, Robert Meril	1921	Franklin
*Ring, Clifton A.	1908	High Point
*Ring, Clifton A., Jr.	1927	High Point
*Ring, Luther Branson	1922	Mount Olive
Ring, William Alexander	1897	High Point
Rives, Herbert Lisle	1924	Bethel
Roberts, Herschel	1918	Weaverville
Roberts, Hubert Earl	1926	Marshall
ROBINSON, ERNEST F. (1930)	1926	Wilmington
Robinson, John Linwood	1919	Rutherfordton
*Rogers, Ralph Peel	1912	Durham
Rogers, William Fletcher	1915	Durham
Rogers, William Leroy	1929	Gastonia
*Rose, Ira Winfield	1906	Rocky Mount
Ross, Henry Clay	1924	Mount Airy
*Roycroft, Wm. Ruffin	1925	Coats
Rudisill, Jones Solomon	1910	Forest City

S

Salling, A. T.	1912	Wilmington
Sally, W. M.	1912	Asheville
Sanders, A. J. (1913)	1924	Clover, S. C.
Sanford, Roger Derrick	1922	Winston-Salem
Sappenfield, Jas. Alex.	1926	Kannapolis
Sauls, M. M.	1915	Ayden
Saunders, Lawrence S.	1927	Wilmington
Savage, Robert	1928	Charlotte
Saxon, Hershel A.	1920	Boone
Scott, John M.	1898	Charlotte
*Scroggs, Fleet Hall	1926	Wilson
Scruggs, Richard Goldwine	1920	Asheville
Seawell, Charles Carson	1912	Greensboro
Secrest, Andrew McDowd	1907	Monroe
Selden, Jos. Stancell	1927	Tarboro
Senter, Plennie Lloyd	1921	Raleigh
Sewell, Guion Linwood	1927	Wilmington
*Shelton, Claude Fuller (1916)	1929	Chadbourn
Sheppard, J. W.	1896	Charlotte
Sherard, J. Frank	1922	Hendersonville
Shieder, George Abbott	1917	W. Asheville
Shuford, Lloyd Durham	1925	Gastonia
Simpson, Louis Boyd	1927	Charlotte
Simpson, Thomas S.	1916	Winston-Salem
*Sinclair, Edw. Grady	1927	Raleigh
Sisk, Charles Jones	1925	Bryson City
Siske, Grady Cornell	1922	Pleasant Garden
Sitison, Jas. Andrew	1927	Mount Airy
Sloan, Reuben Richard	1930	Stony Point
*Sloop, Lonnie Leyburn	1919	Cherryville
Sloop, Marks Brown	1926	China Grove
*Smith, Casper	1914	Wilson

Smith, Chas. Henry....1919 Charlotte
Smith, Frank S....1907 Asheville
Smith, Frank T....1888 Franklin
Smith, James Matthew....1925 Asheville
Smith, Leon....1920 Kannapolis
Smith, Mattie Elizabeth....1926 Charlotte
Smith, Verner Franklin....1929 Greensboro
Smith, William Wesley....1922 Gastonia
Snuggs, Wm. Henry....1911 Albemarle
Sowell, Sam....1924 Hamlet
Sparks, Jus. Ellis....1926 Hertford
Spiggle, Jas. Blaine....1930 Draper
Spoon, Jas. Merritt....1926 Charlotte
Spoon, Kenneth Bryan....1928 Charlotte
Stacy, Lewis Blanton....1929 Gastonia
Stamps, Joseph Neal....1929 High Point
Stanback, Thos. Melville....1917 Spencer
Stevenson, John Thomas....1919 Elizabeth City
Stimson, J. H....1912 Statesville
Stone, Albert Hermann....1922 Spray
Stone, Benjamin Franklin....1929 Lumberton
Stone, Wilbert Lawrence....1922 Franklinton
Stowe, Charles Dennis....1917 Asheville
Stowe, Harry R....1912 Charlotte
*STOWE, JAMES P. (1921)....1906 Charlotte
*Stowe, Lester H....1910 Charlotte
Stratford, Parke C....1919 Greensboro
Streetman, J. W. (1919)....1925 Marion
Suggs, Robert Bailey....1906 Belmont
*Sullivan, Lawrence Steers....1928 Durham
Summerlin, Arthur Rogers....1927 Laurinburg
Summey, Kelly Nims....1924 Mount Holly
Summey, Ptolemy Durant....1924 Dallas
Summey, Purvey Burpee....1924 Mount Holly
Suttle, Julius Albert....1919 Shelby
Suttlemyre, P. J....1922 Hickory
*SUTTON, JAMES LINWOOD (1191)5 Chapel Hill
Swaney, Charles Arthur....1925 Charlotte
Swaringen, DeWitt C....1909 China Grove
Swindell, Edmund Slade....1922 Durham
Sykes, Ralph James....1925 Greensboro

T

Tarkenton, Edward L....1903 Wilson
Tart, David Whitfield....1916 Roseboro
Tate, Earl Henry....1925 Lenoir
Tatum, J. M....1928 Brevard
Taylor, Leroy Boone....1927 Jackson
Taylor, William P....1919 Roanoke Rapids
TEAGUE, M. F. (1919)....1917 Asheville
*Temple, Jasper Owen....1915 Kinston
Templeton, Geo. Seckler....1927 Mooresville
*Thomas, C. R. (1901)....1911 Thomasville
*Thomas, E. E. (1915)....1929 Roxboro
*Thomas, E. R....1907 Erwin
*Thomas, Wm. Graham, Jr....1927 Varina
Thompson, Albert Johnson....1924 Badin
Thompson, James L....1925 Reidsville
THOMPSON, PAUL HERBERT..1925 Fairmont
Thornton, Wm. Herbert....1920 Newton
Threatt, Julius Blakeney....1929 Durham
Thrower, Hiram Eldridge....1919 Southern Pines
Tilley, John Everett....1924 Winston-Salem
Tingen, Wm. Z....1928 Charlotte
Tolson, Jas. Garland....1927 Henderson
Toms, Bate Carpenter....1919 Salisbury
Toms, Elmo Reid....1924 Wilmington
Townsend, J. H....1915 Red Springs
Trent, John Andrew....1922 Cambria, Va.
*Tripp, Guy Oscar....1924 Elm City
Trotter, Jas. Robert....1917 Salisbury
*Tucker, R. H....1919 Reidsville
*Tucker, William M....1919 High Point
*Tugwell, James Benj....1916 Lillington
Turner, Walter D....1928 Elkin
Turnmyre, Arthur P....1922 Mount Airy

U

*Underhill, John Alexander....1929 Cary
Underwood, J. T....1918 Liberty
Utley, Herbert Sherrill....1926 Benson

V

Vinson, Emmett L....1922 Halifax
*Vinson, James T....1923 Goldsboro

W

Walker, Archie D....1925 Wilmington
*Walker, Benj. Wyche....1917 Rocky Mount
Walker, Harry W. (1919)....1929 Norlina
Walker, Hubert Long....1930 Greensboro
Walker, Irving....1921 Reidsville
Walker, Thomas A....1917 Charlotte
Wallace, Arthur Clegg....1924 Star
*Walton, Russell Charles....1928 Raleigh
Ward, Edward Harvie....1924 Tarboro
Ward, Waits Artemus....1924 Swannanoa
Warren, Bowman Glidewell...1927 Raleigh
Warren, Burney Simon....1914 Greenville
Warren, Junius Campbell....1922 Dunn
Wartman, Chas. Jenkins....1930 Henderson
*Waters, George W., Jr....1910 Goldsboro
Watkins, Frank Day....1930 Charlotte
Watkins, Wilcher Overton....1922 Rutherfordton
Watson, H. P., Jr....1917 Winston-Salem
Weatherly, Andrew Earl....1920 Greensboro
Webb, Eugene Lea....1919 Thomasville
*Webb, Thomas Paul....1921 Shelby
Welborn, William Fowle....1919 Lexington
Welch, Wm. Dorsey, Jr....1929 Morehead City
*WELFARE, S. E. (1917)....1917 Winston-Salem
West, Jas. F....1928 Belmont
West, Wilbur Latham....1929 Roseboro
Westbrook, Almond Percy...1923 Charlotte
Wharton, Lee A....1915 Gibsonville
*Wheeler, C. Rankin (1920)..1930 Winston-Salem
Wheless, R. E. I....1916 Warsaw
White, Clarence Bernard....1927 Henderson
White, Delmar Frederick....1930 Mebane
White, Frederick Lindley....1922 Mebane
White, George Spencer....1924 Lexington
*White, Henry Garfield....1916 Elm City
*White, Herbert Wm....1925 Fayetteville
White, James I....1918 Burlington
White, Jas. Stark....1921 Elon College
*White, John Albert....1921 Jonesboro
White, John Jennings....1926 Henderson
White, Joseph Alphonso....1921 Mooresville
*White, Julian E....1915 Raleigh
WHITE, LUTHER....1921 Wilmington
White, Walter Rodwell....1910 Warrenton
Whitehead, Jefferson D., Jr..1926 Enfield
*Whitehead, Chas. R....1927 Ramseur
Wilkins, William Robt....1918 Elkin
*Williams, A. H. A....1916 Oxford
Williams, H. C....1912 Canton
*Williams, John Cossie....1921 Bessemer City
*Williams, M. Van B....1920 Winston-Salem
Williams, Morrison P....1902 Charlotte
†*Williams, Robt. Ivey* (1930)..1880 Raleigh
Williams, Thos. Franklin....1924 Salisbury
Williamson, C. M....1926 Concord
Williamson, Joseph Worth....1924 Mooresville
*Willis, Beatrice A....1922 Raleigh
Willis, Robert Moore....1921 Southport
Wilson, Claude Arthur....1925 Monroe
Wilson, Eugene C....1921 Burlington
Wilson, George Sparrow....1921 Belmont
Wilson, Lowry Reed....1924 Lowell
Wilson, Thomas Harvey....1924 Thomasville
Wilson, Thomas Vernon....1924 Hendersonville
Wilson, Wm. Brown....1920 Hendersonville
Winders, Hal Marion....1925 Farmville
Wolfe, Benj. Houston....1919 Charlotte
Wolfe, Carl....1919 Hickory
Wolfe, Drayton....1919 Lincolnton
*Wolfe, William Samuel....1918 Mt. Airy
Wood, Ernest Harvey....1928 New Bern
*Woodard, Ernest V....1919 Selma
*Woolard, Edward Watson....1922 Henderson
Wooten, John Wm. Franklin..1927 Fremont
*Worthington, E. C....1925 Washington
*Wrike, Walter Curtis....1922 Graham

Y

Yongue, Jas. Douglas....1927 Pickens, S. C.
*†*Young, J. R.* (1930)....1880 Raleigh

Z

*†*Zoeller, Edward V.*....1880 Tarboro
Zuckerman, Isaac L....1918 Winston-Salem

ASSOCIATES

Adams, Lowry Thomas....1924 Winston-Salem
Almond, Chas. A....1929 Wilmington

Anderson, C. J.	1930	Highlands
Angel, T. W., Jr.	1930	Franklin
Austin, David McBride	1927	Maxton
Barefoot, Earle G.	1929	Canton
Barnes, Tal S.	1929	N. Wilkesboro
Bass, J. A.	1929	Wilson
Betts, R. E.	1930	
Brame, Robt. Marvin, Jr.	1929	N. Wilkesboro
Brown, Ernest	1929	Ronda
Browning, Alton Cain	1928	Greensboro
Bryan, E. L.	1928	Aberdeen
Caplan, Isaac Leo	1922	Old Fort
*Charles, Gloma A.	1919	Aberdeen
*Coble, H. Floyd	1925	Greensboro
Correll, Leslie James	1925	Kannapolis
Cox, Thomas M.	1922	Asheville
*Coxe, James Sherwood	1920	Raleigh
*Currens, Turner Fee	1926	New York City
Dean, Chas. Adolphus	1927	Haleyville, Ala.
Dixon, Herman Lewis	1922	Charlotte
*Dorsey, E. G.	1928	Henderson
English, Nereus C.	1924	Monroe
*Ferrell, John Calvin	1926	Durham
Fleishman, A. M.	1927	Fayetteville
Funderburk, Rupert	1924	Monroe
Garland, Robert G.	1929	High Point
Gibson, P. E.	1925	Hendersonville
Greene, J. Frank	1929	Bakersville
Griffin, Ellerbe Wilson	1922	Kings Mountain
Hall, James Henry	1925	Lenoir
Harrelson, R. C.	1930	Tabor
*Henderson, Leonard Willis	1925	Franklinton
Heslip, F. W.	1929	Wilmington
*Hicks, Ernest L.	1923	Concord
Hoey, Frank Ernest	1922	Shelby
Hunt, Lyman Baker	1928	Durham
Hutchins, Walter E.	1930	Winston-Salem
Johnson, William Spurgeon	1930	Rocky Mount
Johnston, John F.	1929	Mooresville
Jumper, L. C.	1928	Black Mountain
Laidlaw, Herbert Rhodes	1925	Salisbury
Lewis, Edmund Wilkins	1925	Jackson
Little, George Robert	1920	Saluda
*Long, Lipman Aaron	1926	Mount Olive
Mabry, C. P.	1925	Hamlet
Maus, Fred B.	1929	Greensboro
Matthews, Weldon C.	1929	Morehead City
McLarty, Geo.	1926	High Point
Marrow, A. S.	1928	Morehead City
*Marsh, Joseph Brooks	1922	Salisbury
Mashburn, Pinky Hodge	1922	Old Fort
Michael, W. Edgar	1929	Asheville
*Mitchell, H.	1927	Raleigh
*Murrow, Lelon Colquitt	1925	Asheville
Musgrove, Wm. McKinley	1927	Catawba
Page, Clarence Esiah	1922	Henderson
Peeler, George Calvin	1922	Salisbury
Perry, Jas. Edward	1929	Franklin
Perry, Nathan B.	1926	Charlotte
Phillips, William B.	1929	Goldsboro
Ratchford, G. Rufus	1929	Gastonia
Rittenbury, R. S.	1929	Bailey
Robertson, W. M. (1920)	1929	Laurinburg
*Robertson, Wm. Zenas	1925	Burnsville
Rollins, P. D.	1928	Asheville
Rouse, Leonard A.	1930	Charlotte
Rush, Wesley S.	1929	Candor
Russell, G. A.	1925	Greensboro
Sheffield, Bernard C.	1929	Warsaw
Simpson, Harvey	1930	High Point
Stephenson, B. O.	1928	Shelby
Summers, W. R.	1928	Kings Mountain
Taylor, Chas. A.	1927	Charlotte
TAYLOR, WILEY ROBERTS	1924	Fairmont
Taylor, William Mabry	1927	Winston-Salem
Thomas, Robert Henry	1927	Sanford
Umstead, Oscar Logan	1929	Durham
Viall, Wesley R.	1925	Pinehurst
Vick, James Grey	1924	Baltimore, Md.
Wagner, Jefferson Carl	1925	Asheville
Welch, John E., Jr.	1928	Asheville
Whitley, W. Y.	1929	Fremont
Yandle, Lester Hunter	1925	Matthews
Young, Richard E.	1929	Asheville

HONORARY

Beal, James Hartley	Urbana, Ill.
Chase, Harry Woodburn	Urbana, Ill.
Daniels, Josephus	Raleigh, N. C.
Graham, Frank Porter	Chapel Hill, N. C.
Holton, Chas. Wm.	Essex Fells, N. J.
Kelly, Evander F.	Baltimore, Md.
Rusby, H. H.	New York City
Venable, Francis Preston	Chapel Hill, N. C.
Wooten, Thomas V.	Chicago, Ill.

TOTAL MEMBERSHIP

Regular Members	752
Associate Members	85
Charter Members	7
Life Members	31
Honorary Members	9
Total	884

THE TRAVELING MEN'S AUXILIARY

OFFICERS

W. McElveen.....*President*
W. A. Burwell.....*Vice-President*
Sterling L. Hubbard.....*Secretary-Treasurer*
M. J. Leimkuhler.....*Assistant Secretary-Treasurer*

BOARD OF GOVERNORS

P. A. Hayes.....Five Years
Warren S. Christian.....Four Years
A. Dewey Pollard.....Three Years
Jim Coppedge.....Two Years
A. R. Cross.....One Year

Note:—The following list will be revised monthly showing *New Members* joining the T. M. A.

Where the members firm or home address does not appear below, the Secretary-Treasurer will appreciate any one supplying this information.

MEMBERS

Name	*Firm Represented*	*Home Address*
Alexander, Ralph	Russell McPhail, Chocolates	Box 334, Marion
Ballard, R. J.	The Beaufont Co.	704 Chestnut St., Greensboro
Barley, A. F.	Muth Bros. and Co.	3222 Auchentoroly Terrace, Baltimore, Md.
Barnes, H. L.	I. Fischman and Sons	2006 Glenwood Ave., Raleigh
Bender, W. R.		Box 56, Pollocksville
Benson, G. C.	Pepsin Syrup Co.	1828 E. 7th St., Charlotte
Blackwell, R. I.	D'Orsay Perfumeries Corp.	Box 606, Raleigh
Bowers, J. B.	Owens and Minor Drug Co.	3401 Hawthorne Ave., Richmond, Va.
Boyette, F. M.	The Upjohn Co.	Fayetteville
Braselton, E. K.	Eli Lilly and Co.	203 Shepherd St., Chevy Chase, Md.
Brush, M. W.	Lehn and Fink	683 Fifth Ave., New York City
Bundy, F. L.	Norwich Pharmacal Co.	2232 The Circle, Raleigh
Burwell, W. A.	Eli Lilly and Co.	Raleigh Hotel, Raleigh
Cagle, R. C.	Scott Drug Co.	Charlotte
Christian, Warren	Cliff-Weil Cigar Co.	407 W. Park Drive, Raleigh
Civil, J. K.	Norwich Pharmacal Co.	Box 52, Elizabeth Sta., Charlotte
Coble, H. F.	O. Henry Drug Store	Greensboro
Coppedge, J. B.	W. H. King Drug Co.	Raleigh
Coppedge, Jim	W. H. King Drug Co.	Raleigh
Council, C. T.	B. C. Remedy Co.	Durham
Cross, A. R.	The Penslar Co.	1615 DeBree Ave., Norfolk, Va.
Crutchfield, T. G.	E. R. Squibb and Sons	Box 512, Greensboro
Davis, R. C.	Richard Gwathmey and Co.	Richmond, Va.
Davis, W. B.	Davis Drug Co.	209 Isabelle St., Greensboro
Deaver, H. V.	Peabody Drug Co.	Durham
DeLamater, E. L.	Sharp and Dohme	Hotel Giersch, Raleigh
Dixon, W. R.	Bauer and Black	2300 E. Fifth St., Charlotte
Edwards, Wallace E.	Durham Ice Cream Co.	Durham
Ferrell, John C.	Peabody Drug Co.	Durham
Ferrell, O. E.	Peabody Drug Co.	Durham
Finlay, Wm. A.	Mac Blade Co.	Fremont, Ohio
Fourqurean, Frank	The Vortex Mfg. Co.	1209 E. Trinity Ave., Durham
Gaddy, H. M.	Sharp and Dohme	Mecklenburg Hotel, Charlotte
Gills, J. C.	El Moro Cigar Co.	Greensboro
Goodrich, J. F.	Peabody Drug Co.	Durham
Grissom, Hon. Gilliam	Collector of Internal Revenue	Raleigh
Hamrick, C. Rush	Kendall Medicine Co.	Shelby
Harrell, J. W.	E. R. Squibb and Sons	1917 Sunset Drive, Raleigh
Hayes, P. A.	Justice Drug Co.	Box 785, Greensboro
Heller, G. E.	Pres. Va. Phar. Assoc.	Bedford, Va.
Henderson, C. F.	O'Hanlon-Watson Drug Co.	Thomasville

Henderson, R. B.	Peabody Drug Co.	Durham
Hicks, H. T.	Capudine Chemical Co.	Raleigh
Hitchcock, H. L.	Hollingsworth Candy Co.	Augusta, Ga.
Hoft, B. A.	Powers-Taylor Drug Co.	Kinston
Hollingsworth, Earl	Hollingsworth Candy Co.	Augusta, Ga.
Hubbard, Sterling L.	Norris Exquisite Candies	Box 270, Reidsville
Huggins, Herman H.	Henry K. Wampole Co.	915 Ideal Way, Charlotte
Hunter, R. E.	The Upjohn Co.	Burlington
Hunter, R. W.	W. H. King Drug Co.	Raleigh
Johnson, R. R.	Tom's Toasted Peanuts	Columbus, Ga.
Johnson, W. L.	Parke, Davis and Co.	Gibson
Latta, H. J.	Reed-Cook, Inc.	Salisbury
Leimkuhler, M. J.	Pictorial Paper Pckg. Corp.	Box 1001 Charlotte
Lowe, R. W.	Bodeker Drug Co.	Chester, Va.
McCaskill, J. M.		Box 148, Jonesboro
McElveen, W.	The Nyal Co.	204 Jefferson Apts., Charlotte
Marston, R. H.	The Upjohn Co.	304 W. Washington St., Kinston
Miller, W. C.	The Bodeker Drug Co.	Richmond, Va.
Mitchell, H.	W. H. King Drug Co.	2231 Circle Drive, Raleigh
Moore, Z. M.		91 N. Union St., Concord
Moorer, W. G.	The Imperial Leather Co.	Springfield, Ohio
Mulcahy, W. A.	Eastman Kodak Co.	Rochester, N. Y.
Neely, J. F., Jr.	Garland C. Norris Co.	Raleigh
Newton, R. E.	Liggett and Myers Tobacco Co.	Raleigh
Norris, Garland C.	Garland C. Norris Co.	Raleigh
Pollard, A. D.	Stephen F. Whitman and Co.	Carolina Hotel, Raleigh
Richards, T. A.	Jas. I. Bailey Co.	514 N. Bloodworth St., Raleigh
Sanders, L. C.	Sterling Products, Inc.	214 College Pl., Greensboro
Shreve, D. L.	Justice Drug Co.	1823 Rolling Rd., Greensboro
Stanback, F. J.	Stanback Medicine Co.	Spencer
Stanback, T. M.	Stanback Medicine Co.	Spencer
Starling, H. C.	W. H. King Drug Co.	Raleigh
Stone, Buford R.	United Sales and Distributing Co.	Raleigh
Stone, Maurice W.	Hunter's Fountain Supplies	216 E. Blvd., Charlotte
Toon, E. C.	Richard Gwathmey and Co.	Richmond, Va.
Tracy, A. M.	Henry Maillard, Inc.	Box 85, Harlem, Ga.
VanHorn, H. W.	Southern Window Display Service and Sales, Inc.,	404 First National Bank, Charlotte
Vick, E. W.	Bodeker Drug Co.	Box 136, Goldsboro
Vick, Jas. G.	Parke, Davis and Co.	Fayetteville
Watts, R. M.	W. H. King Drug Co.	226 Third St., Cheraw, S. C.
Williams, F. D.	O. Henry Drug Stores	Greensboro
Willis, J. R.	High Point Creamery Co.	High Point
Wilson, C. R. S.	O'Hanlon-Watson Drug Co.	Winston-Salem
Winters, Edw. C., Jr.	Individual Drinking Cup Co.	904 Fairmont St., Greensboro
Wolfe, G. E.		Charlotte

FIFTY-FIRST ANNUAL REPORT

OF THE

NORTH CAROLINA BOARD OF PHARMACY

1930

NORTH CAROLINA BOARD OF PHARMACY

Members and Organization, 1930-1931

COMMISSIONED BY HIS EXCELLENCY, THE GOVERNOR OF NORTH CAROLINA

C. P. GREYER, Morganton.....Term expires April 28, 1931
E. V. ZOELLER, Tarboro.....Term expires April 28, 1932
I. W. ROSE, Rocky Mount.....Term expires April 28, 1933
F. W. HANCOCK, Oxford.....Term expires April 28, 1934
J. G. BALLEW, Lenoir.....Term expires April 28, 1935

PRESIDENT

EDWARD V. ZOELLER.....Tarboro

SECRETARY-TREASURER

F. W. HANCOCK.....Oxford

ATTORNEY

F. O. BOWMAN.....Chapel Hill

FIFTY-FIRST ANNUAL REPORT

OF THE

NORTH CAROLINA BOARD OF PHARMACY

LETTER OF TRANSMISSAL

Oxford, N. C., June 1, 1930.

To His Excellency,
O. Max Gardner, Governor,
Raleigh, N. C.

SIR:

I have the honor to submit to your Excellency and to the North Carolina Pharmaceutical Association in compliance with Section 6654 of the Consolidated Statutes of North Carolina, a report of the proceedings of the North Carolina Board of Pharmacy for the year ending May 31, 1930.

Meetings

During the year ending May 31, 1930, two meetings of the Board of Pharmacy were held, both in Chapel Hill. These were held on June 13 and 14, 1929, (this being the annual meeting) and November 25 and 26, 1929.

At the Annual Meeting, Mr. F. W. Hancock, of Oxford, presented his commission from the Governor as a member of the Board of Pharmacy for a term of five (5) years from April 28, 1929. Attached to said commission was the oath of office taken before the Clerk of the Superior Court of Granville County, and he thereupon entered upon the duties of the office. Upon motion he was unanimously re-elected Secretary-Treasurer of the Board for the term of his commission.

Examinations

Examinations of Candidates for the certificate of registered pharmacists and the certificate of registered assistant pharmacists were conducted in Chapel Hill at the June and November, 1929, meetings. These examinations were conducted in the Pharmacy Building.

There were 26 applicants for certificate of registered pharmacists, 23 being successful. There were 2 for assistant certificates, 1 being successful. 12 took the Theoretical examination only.

A complete list of these you will find further in this report.

20 certificates of registration as pharmacists by reciprocity were granted.

18 pharmacists were re-registered.

Permits to practice pharmacy were isssued to 9 licensed physicians living in towns of 500 inhabitants or less. A list of these you will find further on in this report.

Reciprocity

Under the provisions of the law of North Carolina, this Board is authorized to engage in reciprocal exchange with other boards of pharmacy, within certain specified limitations relating to qualifications of the applicant. Under this arrangement this State exchanges certificates of registration, on the basis of registered pharmacist certificates only, with all of the States except California and New York, and with the District of Columbia.

All reciprocity is handled through the National Association of Boards of Pharmacy, of which organization this Board is an active member. Headquarters of the organization is located in Chicago.

Inspection Work

Many minor irregularities have been corrected through correspondence, and some by personal visits of the Secretary.

It is very gratifying indeed to our Board to be able to report that we have engaged for another year an all-time Inspector in the person of Mr. B. Wyche Walker, of

Rocky Mount, who has not only inspected all Drug Stores in the State, but Grocery Stores, Filling Stations, and other places handling drugs and medicines. He has corrected many minor violations by visitations, but has found it necessary to prosecute a number of violators and they have been convicted in the courts.

His report follows:

INSPECTION REPORT

Rocky Mount, N. C., June 1, 1930.

To the Members of the
North Carolina Board of Pharmacy:

Gentlemen:

I have the honor to submit herewith my report of inspection work for the year ending May 31, 1930.

I have visited 390 towns and made 1073 inspections of drug stores, 259 grocery stores, 131 patent medicine shops, 16 cafes, 9 service stations; making a total of 1488 inspections. Many minor irregularities have been corrected and 21 drug signs have been removed from stores not entitled to use same.

I have examined poison registers and instructed managers of stores that had none to procure same. I have seen that all drug stores are registered and have their permits and that licenses are renewed and displayed.

I have had eleven indictments for violation of the Pharmacy law issued and have secured ten convictions; one case awaiting trial. I have turned over to the Federal Prohibition Administrators and Federal Narcotic Administrators complaints that came under their supervision.

I have endeavored to the best of my ability to see that our laws are complied with and enforced, and will continue to do so.

PROSECUTIONS

State of N. C.
County Forsyth.
State vs. O. A. Williams (col.)
In the Municipal Court.
City of Winston-Salem, N. C.
Before Hon. T. W. Watson, Judge.
July 22, 1929.

The defendant O. A. Williams (col.) was tried in the municipal court, city of Winston-Salem on a charge of dispensing drugs without license or the services of a registered pharmacist on June 8th, 1929.

The defendant pleads not guilty, adjudged guilty and sentenced to pay a fine of $25.00 and costs.

State of N. C.
County Forsyth.
State vs. C. G. Hill (col.)
In the Municipal Court.
City of Winston-Salem, N. C.
Before Hon. T. W. Watson, Judge.
July 22, 1929.

The defendant C. G. Hill (col.) was tried in the Municipal Court, City of Winston-Salem, on the charge of selling drugs without license or as an aid to and under the supervision of a registered pharmacist.

The defendant pleads not guilty, adjudged guilty and sentenced to pay a fine of $25.00 and costs.

State of N. C.
County Nash.
State vs. C. B. Britt.
In the Recorders Court of
Rocky Mount, N. C.
Before Hon. Norman Gold, Judge.
Sept. 28, 1929.

The defendant C. B. Britt was tried in the Recorders Court of Rocky Mount on the charge permitting, as manager, the Wiggins Drug Store to be operated and selling drugs by persons not being a licensed pharmacist.

The defendant pleads not guilty, adjudged guilty and sentenced to pay a fine of $25.00. Payment suspended on the conditions that he does not violate the State Pharmacy Law again.

State of N. C.
County Moore.
State vs. S. L. Burno (col.)
In the County Recorders Court.
Moore County.
Dec. 16, 1929.

The defendant S. L. Burno (col.) was tried in the County Recorders Court on the charge of selling drugs and poisons the same not being labeled and without license or as an aid to and under the supervision of a licensed pharmacist, also charged with operating a drug store without a permit to do so.

The defendant pleads guilty. Sentenced to pay a fine of $25.00 and costs on the first charge and a suspended sentence of four months on the roads on the second charge. The suspended sentence was for life.

State of N. C.
County Henderson.
State vs. R. G. Scruggs.
In the County Recorders Court.
City of Hendersonville.
Before Hon. W. C. Meekins, Judge.
April 1, 1930.

The defendant R. G. Scruggs submitted to the charges of operating a drug store in the city of Hendersonville without a permit, also permitting

persons not licensed as a pharmacist or as an aid to and under the supervision of a licensed pharmacist to compound prescriptions.

The defendant was fined $10.00 and costs.

State of N. C.
County Henderson.
State vs. H. W. Roberts.
In the County Recorders Court.
City of Hendersonville.
Before Hon. W. C. Meekins, Judge.
April 1, 1930.

The defendant H. W. Roberts submitted to the charge of compounding prescriptions without license or as an aid to and under the supervision of a licensed pharmacist.

The defendant was fined with the cost of court as it appeared as a fact that the defendant is a registered pharmacist in State of Pa. and a graduate of School of Pharmacy at Columbia University and had made application to the State Board of Pharmacy for reciprocity license at the time of complaint in warrant, and the defendant is only technically guilty.

State of N. C.
Cumberland County.
State vs. A. M. Fleishman.
In the County Recorders Court.
City of Fayetteville, N. C.
Before Hon. H. L. Cooke, Acting Recorder.
April 18, 1930.

The defendant A. M. Fleishman was tried in the County Recorders Court on charges of operating a drug store without a permit and dispensing drugs without license or as an aid to and under the supervision of a licensed pharmacist.

The defendant pleads not guilty. Adjudged guilty. Judgment suspended upon the costs of court with the provisions that the defendant ceases to operate a drug store and remove all pharmaceuticals and conduct his store within the law.

State of N. C.
Haywood County.
State and Town of Canton, vs. A. B. Hendricks.
In the Police Court.
Canton, N. C.
Feb. 13, 1930.

The defendant A. B. Hendricks was tried in the Police Court of Canton on the charge of dispensing drugs without license or as an aid to and under the supervision of a licensed pharmacist.

The defendant pleads guilty and is fined $25.00 and costs of court.

State of N. C.
Haywood County.
State and Town of Canton vs. E. C. Horton.
In the Police Court.
Canton, N. C.
Feb. 13, 1930.

The defendant E. C. Horton was tried in the Police Court in Canton on the charges of operating a drug store without a permit and allowing persons not licensed as a pharmacist nor as an aid to and under the supervision of a licensed pharmacist to dispense drugs.

The defendant pleads guilty and is fined $25.00 and costs.

State of N. C.
Martin County.
State vs. V. R. Fulmer.
In Mayors Court.
Robersonville.

The defendant V. R. Fulmer was tried in the Mayor's Court, Robersonville on the charge of permitting persons not licensed as a pharmacist or as an aid to and under the supervision of licensed pharmacist to fill prescriptions.

The defendant pleads guilty and is fined with the costs with the provision that he does not violate the pharmacy laws within next five years.

State of N. C.
Martin County.
State vs. E. B. Funderburk.
In Mayor's Court.
Robersonville, N. C.

The defendant E. B. Funderburk was tried in Mayor's Court, Robersonville, N. C. on the charge of dispensing drugs and filling prescriptions without license or as an aid to and under the supervision of a licensed pharmacist. The defendant pleads guilty and is fined with the cost of court.

Respectfully submitted,

B. WYCHE WALKER,
Assistant Inspector.

REVOCATION OF LICENSE

During the year the Board revoked the license of Mr. D. A. Powell, of Goldsboro, for violation of the Harrison Anti-Narcotic Law, he having been convicted in the District Court of the United States for the Eastern District of North Carolina at the October term 1929 and sentenced to the Federal Penitentiary in the State of Ohio for one year and one day.

One-Man Drug Stores

The Board has been very much concerned for some time as to the problem of handling the large number of the one-man Drug Stores in the State so as to enable them to comply with the requirements of the State Pharmacy law. The Secretary of the Board wrote to all the 48 State Boards of Pharmacy to find out how stores of this kind were handled in the various states.

In the replies received by him from the various State Boards, a large number reported that the licensed pharmacist of the one-man store upon leaving his store was required either to display a card showing that fact, or to close the prescription department.

Our Board therefore decided to consider having the Secretary write to all of this class of Drug Stores in the state calling their attention to the matter of leaving their stores with an unlicensed Clerk in charge, which is in violation of the law, and following this to send to them a large card with the following printed thereon:

"The Licensed Pharmacist of this Store is out and no DRUGS, CHEMICALS, NOR POISONS, may be sold, nor any prescription filled during his absence."

The Board would hereafter expect the licensed pharmacist in charge of the one-man Drug Store either to display this card during his unavoidable absence from the store, or close his prescription department during his absence.

Intemperate Habits

The Board has ordered withheld from several pharmacists during the year the renewal of their licenses on account of their intemperate habits. These licenses will not be renewed until we are assured that there is a complete change in these habits. This policy will be strictly adhered to in our further dealings with all such cases.

Pharmacists

The following twenty-three (23), who took the Pharmacist Examination, were successful, and were registered and licensed.

Adams, Will Johnson.....Murphy
Ballance, George Harvey.....Charlotte
Browning, David Benjamin.....Rocky Mount
Cardell, Jeremiah Curtin.....Charlotte
Curtis, Tyson Alexander.....Bessemer City
Dayvault, Frank Wilson.....China Grove
Dillehay, J. T. (Full name only initials)
Southern Pines
Griffin, William Russell.....Rocky Mount
Hill, George Leonard (col.).....Henderson
Holshouser, John Leidy.....Chapel Hill
James, Charlie Jordan.....Durham
Jones, Walter Howard (col.).....Middleton, N. J.
Lyon, James Fleming.....Durham
Nelson, John Basil.....Randleman
Parker, Norman Mallo (col.).....Asheville
Roberson, Culas.....Bedford, Va.
Roberts, Marion Harle.....Morristown, Tenn.
Stamps, Joseph Neal.....High Point
Stone, Benjamin Franklin.....Lumberton
Stroud, Dortch.....Kinston
Walker, Hubert Long.....Madison
Whitford, Cleo Preston.....Hickory
Young, Horace Macon (col.).....Asheville

Pharmacists Registered by Reciprocity

Twenty (20) in Number

Berryman, Clarence Haco.....Burrusville
Virginia
Bobst, Harry Ransom.....Hendersonville
New Jersey
Bock, Alva.....Charlotte
South Carolina
Brown, John Emmett.....Palatka, Florida
Florida
Byars, Perrin Cheston.....Charlotte
South Carolina
Day, Lewie Griffith.....Spruce Pine
South Carolina
Elson, John Ross.....Hendersonville
West Virginia
Funderburk, Eggleston Boyce.....Williamston
South Carolina
Gatling, Thomas Revassor (col.).....Reidsville
South Carolina
Hargrave, Henry Paxton (col.).....Greensboro
Virginia
Morgan, Smith Carwin.....Greenville, S. C.
South Carolina
Patterson, Myrtle Green.....Durham
Virginia
Powers, Charles.....Orlando, Florida
Pennsylvania
Roberts, Harry Wilson.....Athens, Pa.
Pennsylvania
Rogers, William Le Roy.....Gastonia
South Carolina
Saxon, Herschel Anglo.....Boone
Georgia
Steele, George Hoyt.....Florence, S. C.
South Carolina
Webb, James Baldwin (col.).....Greensboro
West Virginia
Whitaker, Frank Bundy.....Laurinburg
Georgia
White, Ralph Lawrence.....Camden, S. C.
South Carolina

This list shows that we registered:
9 from the State of South Carolina
3 from the State of Virginia
2 from the State of West Virginia
2 from the State of Pennsylvania
1 from the State of Florida
1 from the State of New Jersey
2 from the State of Georgia.

Assistant Pharmacists

The following one (1), who took the Assistant Pharmacist Examination, was successful and was registered and licensed:

Mason, Carlyle William (col.).....Wilmington

Re-registered

The following eighteen (18) Pharmacists have re-registered during the year.

Amiss, J. T.....Asheville
Andrews, J. P.....Winston-Salem
Avner, Sam.....Greensboro
Brinkley, J. H.....Hillsboro
Buhmann, Walter.....Winston-Salem
Christian, J. B. (col.).....Winston-Salem
Dinwiddie, P. H.....Black Mountain
Goode, R. S.....Concord
Hall, W. F.....Statesville
Hicks, C. G.....Raleigh
Lever, T. H.....Asheville
Martin, E. W.....Florence, S. C.
McIntosh, J. B. S.....Brevard
Mull, J. E.....Asheville
Reeves, T. H.....Asheville
Roberts, T. M.....Winston-Salem
Tuttle, B. M.....Elkin
White, J. S.....Elon College

Permitted Physicians

Permits to conduct drug stores in towns of 500 inhabitants or less were granted to the following nine (9) Physicians:

Butt, Virgil Rasco....Bakersville, Mitchell County
Chark, DeWitt Duncan....Clarkton, Bladen County
Gooding, Guy Vernon..Kenansville, Duplin County
Helsebeck, Chester Joseph
Walnut Grove, Stokes County
Higgins, Tobias Henry.....Ronda, Wilkes County
Marshburn, Clarence Barden
Stedman, Cumberland County
Mason, Manly—Re-Reg...Newport, Carteret County
McKay, Joseph Foy..Buies Creek, Harnett County
Page, Boney Wells.....Trenton, Jones County

Pharmacists whose names were removed from registered list for failure to renew license

Forty-five (45) in Number

Adams, W. J.....Murphy
Allison, T. B.....Asheville
Amiss, J. T.....Asheville
Ancrum, E. W. (col.).....Winston-Salem
Avner, Samuel.....Greensboro
Banner, John.....Mount Airy
Brady, C. A.....Newton
Byrd, Clement.....Raleigh
Byrd, George.....Milwaukee, Wis.
Crawford, W. B., M.D.....Goldsboro
Crutchfield, T. G.....Greensboro
Curtis, R. H.....Dillon, S. C.
Curtis, T. A.....Bessemer City
Cutchins, J. M., Jr.....Whitakers
Davis, K. W.....Winston-Salem
Ellis, W. D.....Greensboro
Fleming, F. H.....New Orleans, La.
Frederick, J. R. (col.).....Ahoskie
Goode, R. S.....Concord
Horsley, H. T.....Bessemer City
Hudson, J. P.....Monroe
Hunter, J. B.....Charlotte
Kennedy, J. T. (col.).....Winston-Salem
Kirkman, P. E.....Winston-Salem
Lytch, J. E.....Lumberton
Martin, E. W.....Florence, S. C.
Nelson, W. G.....Washington, D. C.
Nelson, S. G.....Washington, D. C.
Payne, H. E.....Wilmington
Parker, R. H.....Durham
Rayburn, H. L.....Hot Springs, Va.
Sally, W. M.....Asheville
Sample, W. A.....Statesville
Sanders, A. J.....McAdensville
Sowell, Sam.....Hamlet
Steere, L. E.....Petersburg, Va.
Tingen, W. Z.....Charlotte
Tuttle, B. M.....Elkin
Watson, H. P., Sr.....Winston-Salem
Wessells, N. E.....Washington, D. C.
White, J. S.....Elon College
Wolfe, J. C.....Hickory
Wrenn, S. M.....Charleston, S. C.
Wright, G. F.....Newport News, Va.
Young, H. M. (col.).....Asheville

Assistant Pharmacists whose names were removed from registered list for failure to renew license

One (1) in Number

Dilling, Coit.....Gastonia

Pharmacists whose names were removed from the reciprocity list for failing to renew license

Twenty-four (24) in Number

Artice, A. R. (col.).....Elizabeth City
Bridges, E. B.....Marion, S. C.
Cain, H. E.....Winston-Salem
Cowan, G. A.....Greenville, S. C.
Culp, W. W.....Lockhart, S. C.
Gatling, T. R. (col.).....Reidsville
Glover, E. C., Jr.....Lawrenceville, Va.
Grigg, H. B. (col.).....Monroe
Heriot, H. G.....Canton
Holland, R. F.....Charlotte
Howard, E. W.....Garner
Laney, W. D.....Richmond, Va.
Lewis, Mozella E. (col.).....Washington, D. C.
Lester, H. L.....Lynchburg
Newman, Mrd. G. McK.....Andrews
Marrow, C. T., Jr.....Petersburg, Va.
Pittman, E. J.....Elm City

Rivers, T. E.....Gaffney, S. C.
Simpson, L. B.....Charlotte
Smith, J. P. F.....Jackson Springs
Snypes, C. L.....Sanford
Sumner, Preston.....East Point, Ga.
Sutton, J. F.....Gaffney, S. C.
Youngblood, L. S.....Morven

Physicians whose names were removed from list for failing to renew permits

Seventeen (17) in Number

Bennett, E. C.....Elizabethtown, Bladen County
Burnett, I. E.....Mars Hill, Madison County
Carroll, F. W.....Hookerton, Pitt County
Chalmers, H. C.....Stem, Granville County
Griffin, E. M.....King, Stokes County
Hackler, R. F.....Walnut Cove, Stokes County
Harris, C. F.....Ansonville, Anson County
Higgins, T. H.....Ronda, Wilkes County
Howell, W. L.....Ellerbe, Richmond County
Johnson, J. D.....Bonlee, Chatham County
Lacy, T. A.....Cameron, Moore County
McDade, B. B.....Corbitt, Caswell County
Phillips, J. W.....Ronda, Wilkes County
Potts, F. L.....Vanceboro, Craven County
Robertson, W. B.....Burnsville, Yancey County
Stone, W. M.....Bobson, Surry County
Tice, W. T.....Peachland, Anson County

Pharmacists from this State Registered in other States by Reciprocity

Five (5) in Number

J. F. Dailey in the District of Columbia.
R. P. McNeeley in the State of Oklahoma.
G. C. Robinson in the State of Ohio.
F. T. Smith in the State of Georgia.
G. F. Wright in the State of Virginia.

Applications Rejected for Registration by Reciprocity because they failed to meet the requirements of this State

Five (5) and from the States as follows:

Two (2) from the State of Georgia.
One (1) from the State of Maryland.
One (1) from the State of Virginia.
One (1) from the State of Florida.

Women Pharmacists

Of the total number of Registered Pharmacists in the State 2 are white women and 2 are colored, and one is white Assistant.

Colored Pharmacists

Of the total number of Registered Pharmacists in the State 40 are colored.

Outside the State

Of the total number of Pharmacists registered 60 reside outside the State.

There are 30 Pharmacists in the State not in the drug business who regularly renew their licenses.

Drug Store Registration for the Year ending

May 31, 1930

Our 1929 report showed the registration of 848 Drug Stores; this year report shows 846. There were 70 new stores opened and 72 went out of business, or were closed, showing a net loss of 2 stores.

There are 42 Colored Stores, and 80 stores managed by Physicians holding permits to conduct stores in towns of 500 inhabitants or less.

666 Drug Stores have only one licensed pharmacist.
160 Drug Stores have only two licensed pharmacists.
14 Drug Stores have three licensed pharmacists.
6 Drug Stores have four licensed pharmacists.

Beal Membership Prize

Mr. Milton S. Burt, of Apex, having made the highest average, 90% of all candidates taking our examinations, November 1929 and June 1930, won the Beal Membership Prize.

North Carolina Board of Pharmacy

BUSINESS ORDER

Roll call and *pro tem.* appointments.
Reading and approving minutes.
Miscellaneous communications.
Reports of officers and committees.
Special orders.
Unfinished business.
New business.
Choosing place and time of next meeting.
Adjournment.

IN MEMORIAM

V. D. BOND
Asheville

E. W. BLYTHE
Brevard

SETH CREECH
Kinston

E. M. HARDIN
Wilmington

H. L. HICKS
Rocky Mount

W. S. MARTIN
Canton

H. H. McKAY
Gastonia

S. S. PETERSON, M.D.
Gastonia

C. O. PICKARD
Mebane

E. J. PITTMAN
Elm City

J. F. ROSEMOND
Hillsboro

E. C. SYKES
Greensboro

F. B. SOUDERS
Fayetteville

J. S. WEBB
Wadesboro

RECAPITULATION

Candidates Examined and Licensed (Pharmacists)	23
Candidates Examined and Licensed (Assistants)	1
Re-registered (Pharmacists)	18
Registered by Reciprocity (Pharmacists)	20
Registration of Drug Stores	846
Permits Granted to Physicians	9
Pharmacists Dropped for Non-Payment Renewal Fee	45
Pharmacists Dropped from Reciprocity List for Non-Payment Renewal Fee	24
Assistant Pharmacists Dropped for Non-Payment Renewal Fee	1
Applications Rejected for Registration by Reciprocity	5
Physician's Permits Dropped for Non-Payment Renewal Fees	17
Number of Deaths	13
Physicians Holding Permits	80
Registered Assistant Pharmacists	11
Total Pharmacists Registered by Reciprocity	150
Total Pharmacists Registered	962
Total Pharmacists including those Reistered by Reciprocity	1,112

I respectfully submit herewith the receipts and expenditures for the current year.

FINANCIAL REPORT

North Carolina Board of Pharmacy in Account with F. W. Hancock, Secretary-Treasurer

RECEIPTS

From June 1 1929 to May 31, 1930

1929	
June 1—By Balance	$14,915.51
June 12—By Amount Paid by 22 Candidates Taking the Examination, $10.00 each	220.00
7 Candidates Taking the Examination, $5.00 each	35.00
Nov. 27—By Amount Paid by 9 Candidates Taking the Examination, $10.00 each	90.00
3 Candidates Taking the Examination, $5.00 each	15.00
1930	
May 31—By Amount Received from Renewal License Pharmacists	5,595.00
Renewal License Assistants	55.00
Re-Registration Fees Pharmacists	155.00
Re-Registration Fees Assistants	20.00
Reciprocity Registration Fees, Pharmacists	155.00
Physicians Renewal of Permits	390.00
Fees Physician's Permits Issued	75.00
Drug Store Registration Renewal Fees	846.00
Renewal License Penalties	95.00
Drug Store Registration Fees	46.00
Fees for Original Certificates Issued	5.00
Drug Store Pamphlets Sold	6.00
Interest	516.89
	$23,235.40

EXPENDITURES

From June 1, 1929 to May 31, 1930

Salary, Rent and Stenographic Aid	$ 2,400.00
Inspection Work	4,686.41
Board, Expenses and Per Diem	818.74
Printing and Stationery	633.86
Postage	191.69
Other Expenses	370.09
Balance on Hand June 1, 1930	$14,134.61
	$23,235.40

The above Financial Report as per order of the North Carolina Board of Pharmacy was audited by a Certified Public Accountant whose report follows:

RAYMOND L. PRICE

Certified Public Accountant

Oxford, N. C.

May 3, 1930.

To the Officers and Members of the North Carolina Board of Pharmacy:

Gentlemen:

I hereby certify that I have examined the books and records of F. W. Hancock, Secretary-Treasurer of the North Carolina Board of Pharmacy, for the period from June 1, 1929, to May 31, 1930, and find all receipts as entered in his books properly accounted for. Disbursements for the fiscal year are correctly entered from paid vouchers on file.

The balance of $14,134.61 at May 31, 1930, was verified from Bank Statements, letters from the various depositories, and examination of Certificate of Deposit.

Respectfully submitted

RAYMOND L. PRICE.

Certified Public Accountant,

Raleigh, N. C.

This Board was organized on May 17, 1881, and will therefore be 50 years old on May 17, 1931.

Respectfully submitted

F. W. HANCOCK,

Secretary-Treasurer.

LIST OF REGISTERED PHARMACISTS, ASSISTANT REGISTERED PHARMACISTS AND PHARMACISTS REGISTERED BY RECIPROCITY

REVISED JUNE 1, 1930

Please notify the Secretary promptly of any change in address.

A

1.	Abernethy, J. G.	1907	Elkin
2.	Adams, J. L.	1903	Gastonia
3.	Adams, E. C.	1908	Gastonia
4.	Adams, R. McC.	1915	LaGrange
5.	Adams, E. E.	1924	Newton
6.	Ahrens, A. G.	1902	Wilmington
7.	Aiken, J. H.	1914	Biltmore
8.	Aiken, L. W.	1916	Asheville
9.	Alderman, J. L.	1923	Hillsboro
10.	Alexander, O. T.	1910	Waynesville
11.	Allen, C. H.	1916	Huntersville
12.	Allen, H. H.	1915	Cherryville
13.	Anderson, J. M.	1911	New Bern
14.	Andrews, C. M.	1907	Burlington
15.	Andrews, R. H.	1914	Burlington
16.	Andrews, W. T.	1917	Goldsboro
17.	Andrews, J. P.	1913	Winston-Salem
18.	Armfield, Horace	1898	Albemarle
19.	Armstrong, W. E. (col.)	1922	Rocky Mount
20.	Arps, P. M.	1916	Plymouth
21.	Arps, E. G.	1921	Plymouth
22.	Ashford, A. J.	1901	Kinston
23.	Atwater, G. M.	1912	Norfolk, Va.
24.	Austin, T. E.	1912	Roxboro
25.	Austin, B. N.	1928	Leaksville

B

26.	Bailey, L. A.	1914	Charlotte
27.	Bain, J. D.	1924	Sylva
28.	Baker, W. P.	1921	Raeford
29.	Baker, J. LaF.	1928	Nashville
30.	Ballance, G. H.	1929	High Point
31.	Ballew, J. G.	1902	Lenoir
32.	Barbour, J. P.	1928	Burlington
33.	Barger, C. N.	1928	Oakboro
34.	Barker, E. J.	1911	Rowland
35.	Barker, W. B.	1898	Greensboro
36.	Barnes, E. W.	1911	Pinetops
37.	Barnhardt, M. R.	1928	Rockwell
38.	Barnhill, W. L.	1912	Wilson
39.	Barnhill, Mabel	1906	Bethel
40.	Barrett, R. E.	1917	Burlington
41.	Baucom, A. V.	1905	Apex
42.	Beard, J. G.	1908	Chapel Hill
43.	Beavans, W. E.	1901	Enfield
44.	Beddingfield, E. T.	1913	Clayton
45.	Beddingfield, C. H.	1917	Clayton
46.	Bell, H. M.	1905	Windsor
47.	Bell, F. R.	1912	Beaufort
48.	Bender, W. M. K.	1928	Kinston
49.	Bennett, K. E.	1912	Bryson City
50.	Bennett, A. M., M.D.	1888	Bryson City
51.	Benson, E. S.	1916	Wilmington
52.	Berg, Jens	1906	Southport
53.	Bernard, Germain	1894	Durham
54.	Best, J. H.	1923	Greensboro
55.	Betts, J. A.	1913	Hendersonville
56.	Biddy, O. D.	1925	Washington, D.C.
57.	Biggs, W. H.	1905	Williamston
58.	Biggs, J. W.	1909	Williamston
59.	Biggs, Sylvester	1889	Elizabethtown
60.	Bilbro, Q. T.	1916	Asheville
61.	Bingham, W. H.	1916	Concord
62.	Bizzell, H. L.	1920	Kinston
63.	Black, B. B.	1921	Cleveland
64.	Black, F. L.	1928	Mount Holly
65.	Blades, M. W.	1926	Apex
66.	Blair, R. K.	1926	Charlotte
67.	Blair, C. W. (col.)	1912	Gastonia
68.	Bland, J. A.	1923	Charlotte
69.	Bland, D. L. (col.)	1915	Sanford
70.	Blanton, C. D.	1926	Lowell
71.	Blauvelt, W. H.	1904	Asheville
72.	Blue, A. F.	1902	Laurinburg
73.	Blue, D. A.	1926	Carthage
74.	Boaz, R. J.	1915	Greensboro
75.	Bobbitt, A. B.	1919	Winston-Salem
76.	Bobbitt, L. M.	1917	Winston-Salem
77.	Bobbitt, J. H.	1885	Charlotte
78.	Boddie, S. P.	1902	Louisburg
79.	Bonner, Brem	1913	Sylva
80.	Bonner, Robert	1916	Valdese
81.	Boon, W. J.	1904	Raleigh
82.	Boone, D. L.	1905	Durham
83.	Boone, J. T.	1913	E. Durham
84.	Bost, J. E.	1908	Atlanta, Ga.
85.	Boyce, J. B., Jr.	1915	Warrenton
86.	Boysworth, E. G.	1928	Norwood
87.	Bradham, C. D.	1895	New Bern
88.	Bradley, J. P.	1908	Burlington
89.	Bradshaw, E. L.	1928	Greenville
90.	Bradsher, W. D.	1909	Charlotte
91.	Brame, R. M.	1901	N. Wilkesboro
92.	Brame, W. A.	1906	Rocky Mount
93.	Brantley, J. C.	1899	Raleigh
94.	Brantley, P. C.	1914	Wendell
95.	Bretsch, Albert	1908	So. Pines
96.	Brewer, S. O.	1914	West Durham
97.	Briles, D. T.	1914	Rocky Mount
98.	Brinkley, J. H.	1912	Hillsboro
99.	Bristow, E. B.	1922	Rockingham
100.	Britt, C. B.	1928	Rocky Mount
101.	Brodie, T. L.	1928	Henderson
102.	Brooks, F. G.	1921	Siler City
103.	Brookshire, G. E.	1917	West Asheville
104.	Brookshire, L. P.	1924	West Asheville
105.	Brown, J. D.	1904	Durham
106.	Brown, J. K.	1912	Greenville
107.	Brown, H. C.	1913	Goldsboro
108.	Browning, H. R.	1911	Littleton
109.	Browning, B. H.	1908	Littleton
110.	Browning, D. B.	1929	Rocky Mount
111.	Bryan, R. B.	1926	West Asheville
112.	Bryan, W. D.	1904	Tarboro
113.	Buchanan, G. G.	1926	Greensboro
114.	Buffalo, J. M.	1919	Raleigh
115.	Buhmann, Walter	1905	Winston-Salem
116.	Bullock, T. C., M.D.	1902	Autryville
117.	Bunting, J. H.	1888	Wilmington
118.	Burgis, T. R.	1925	Sparta

119. Burnett, B. J. (col.)....1911 Rocky Mount
120. Burnett, J. P....1912 Whitakers
121. Burwell, G. E....1891 Miami, Fla.
122. Burwell, W. A....1912 Raleigh
123. Butler, A. B....1916 Clinton
124. Bynum, C. W....1928 Greensboro

C

125. Cain, L. D....1921 Greensboro
126. Caldwell, P. G....1914 Gastonia
127. Callahan, James....1911 Philadelphia, Pa.
128. Campbell, F. E....1925 Hamlet
129. Campbell, H. T....1916 Maiden
130. Campbell, R. B....1917 Taylorsville
131. Campbell, T. N. (col.)....1924 Laurinburg
132. Canaday, W. A....1898 Bonlee
133. Canaday, W. H....1915 Davidson, Okla.
134. Canaday, R. C....1913 Four Oaks
135. Cannon, C. L....1906 Kinston
136. Capehart, C. T....1894 Charlotte
137. Cardell, J. C....1929 Charlotte
138. Carpenter, O. B....1905 Kings Mountain
139. Carpenter, R. E....1897 Shelby
140. Carswell, R. F....1921 Winston-Salem
141. Carswell, A. P....1926 Charlotte
142. Carter, Samuel....1905 Salisbury
143. Carter, Stamey....1912 Salisbury
144. Cassell, A. S....1914 N. Wilkesboro
145. Cate, A. S....1896 Greensboro
146. Cecil, A. C....1923 High Point
147. Chalk, S. A....1910 Morehead City
148. Chalker, O. G.... 1920 Winston-Salem
149. Champion, H. O....1925 Shelby
150. Champion, H. C....1926 Shelby
151. Chapman, D. S....1907 Durham
152. Chappell, J. C....1914 Raleigh
153. Cheek, G. B....1917 Durham
154. Cherry, J. L....1909 Cramerton
155. Cherry, W. C., M.D....1910 Winston-Salem
156. Chestnutt, J. M....1917 Clinton
157. Christian, J. B. (col.)....1913 Winston-Salem
158. Clark, H. T....1908 Scotland Neck
159. Clark, C. B....1910 Williamston
160. Clark, W. A....1926 Wilson
161. Clayton, A. W., Jr....1928 Roxboro
162. Cline, J. O....1916 Lenoir
163. Cline, F. H....1920 Charlotte
164. Cline, C. E....1924 Marshall
165. Cline, H. E....1913 Greensboro
166. Cobb, J. L....1921 Wilmington
167. Coleman, H. G.... 1910 Durham
168. Compton, J. W.... 1909 Salisbury
169. Congdon, G. G.... 1892 Phoebus, Va.
170. Cook, R. E. L.... 1891 Tarboro
171. Cooke, H. M.... 1904 Spencer
172. Copeland, R. R.... 1916 Ahoskie
173. Coppedge, J. W.... 1906 Raleigh
174. Coppedge, O. G.... 1912 Raleigh
175. Coppedge, J. B.... 1912 Raleigh
176. Costner, B. P.... 1908 Lincolnton
177. Council, C. T.... 1906 Durham
178. Cox, C. L.... 1913 Hollywood, Fla.
179. Cox, G. M.... 1911 Spencer
180. Cox, L. H.... 1908 Belmont
181. Crabtree, Gilbert....1905 Raleigh
182. Crabtree, E. P....1912 Franklinton
183. Craig, W. F....1925 Charlotte
184. Cranmer, J. B., M.D....1893 Wilmington
185. Craven, C. H....1912 W. Asheville
186. Crawford, E. P....1911 Lenoir
187. Crawford, C. L....1926 Greensboro
188. Creech, D. H....1908 Smithfield
189. Crews, E. T....1905 Oxford
190. Croom, R. D....1897 Maxton
191. Culpepper, F. D....1911 Henderson
192. Curtis, J. R....1928 Kings Mountain

D

193. Dailey, J. F....1921 Washington, D. C.
194. Dailey, R. I....1915 Reidsville
195. Daniel, E. C....1913 Zebulon
196. Davenport, P. E....1903 Garner
197. Davis, George, M.D....1900 Beaufort
198. Davis, J. W. S....1916 Andrews
199. Davis, E. M....1905 Roxboro
200. Davis, J. R....1907 Asheville
201. Davis, H. E....1914 Andrews
202. Davis, J. E....1894 Wake Forest
203. Davis, J. W....1914 Edenton
204. Davis, E. B....1915 Morganton
205. Davis, D. R....1926 Roxboro
206. Davis, C. V....1921 Elizabeth City
207. Davis, J. G....1926 Charlotte
208. Dawson, B. T....1909 Rocky Mount
209. Dawson, M. P....1909 Rocky Mount
210. Dayvault, F. W....1929 Mooresville
211. Deal, H. M....1925 Landis
212. Dees, Fred....1915 Burgaw
213. Dees, R. E. L....1920 Wallace
214. Deitz, R. Y....1907 Tampa, Fla.
215. Detter, E. E....1904 Hickory
216. Dill, G. W....1928 Mount Olive
217. Dillehay, J. T....1929 So. Pines
218. Dinwiddie, P. H....1914 Black Mountain
219. Dizer, M. E....1917 Raleigh
220. Dodson, J. A. (col.)....1895 Carrollton, Mo.
221. Douglas, J. D. (col.)....1904 Rocky Mount
222. Dover, H. C....1920 Charlotte
223. Dowdy, D. A....1917 High Point
224. Duffy, F. S....1886 New Bern
225. Duffy, Leinster, M.D....1883 New Bern
226. Dukes, M. H....1925 Hillsboro
227. Dunn, R. A....1881 Charlotte
228. Durham, C. T....1917 Chapel Hill

E

229. Early, E. E....1915 Swannanoa
230. Eason, C. W....1909 Charlotte
231. East, J. S....1911 Columbia
232. Edgerton, E. O....1908 Raleigh
233. Edwards, T. N....1901 Charlotte
234. Edwards, S. M....1917 Ayden
235. Edwards, O. C....1921 Raleigh
236. Eldridge, Julius....1901 Greenville
237. Elkins, V. W. B....1914 Siler City
238. Ellington, C. W....1899 Raleigh
239. Ellington, R. A....1904 Madison
240. Elliott, A. G....1907 Fuquay Springs
241. Elvington, D. A....1909 Miami, Fla.
242. Etheridge, S. B....1909 Washington

243. Etheridge, S. G.....1911 Elizabeth City
244. Etheridge, T. J., Jr.....1906 Chapel Hill
245. Eubanks, C. L.....1916 Greensboro
246. Eubanks, J. N.....1920 Oxford

F

247. Farrell, R. D.....1917 Greensboro
248. Farrington, J. V.....1926 Raleigh
249. Faucette, W. P.....1914 Youngsville
250. Faucette, H. F.....1914 Raleigh
251. Faulconer, R. C.....1909 Burlington
252. Fentress, H. L.....1881 Wilmington
253. Ferguson, H. Q.....1924 Statesville
254. Ferguson, J. S.....1928 Raleigh
255. Ferrell, W. C.....1920 Nashville
256. Fetzer, Chas.....1887 Reidsville
257. Fetzer, F. G.....1911 Wadesboro
258. Fields, J. T., Jr.....1917 Laurinburg
259. Finley, G. B.....1915 Marion
260. Fishel, A. L.....1915 Winston-Salem
261. Fisher, Lester.....1917 Statesville
262. Fisher, H. A. (col.).....1904 Phil.. Pa.
263. Fitchett, C. E.....1916 Dunn
264. Fleming, C. H.....1913 Raleigh
265. Fordham, C. C.....1895 Greensboro
266. Fordham, C. C., Jr.....1925 Greensboro
267. Fordham, C. M.....1909 Greensboro
268. Foster, Caney.....1912 Weldon
269. Foster, D W.....1926 Miami, Fla.
270. Foster, J. C. C.....1912 W. Asheville
271. Fowlkes, W. M.....1913 Rockingham
272. Fox, C. M.....1906 Asheboro
273. Fox, L. G.....1901 Rockingham
274. Franklin, O. E.....1897 Washington,D.C.
275. Franklin, K. V.....1928 Raleigh
276. Frieze, W. S.....1910 Concord
277. Fulenwider, Phifer.....1908 Raleigh
278. Fulghum, R. T.....1907 Kenly
279. Furr, F. L.....1921 Clifton Forge, Va.
280. Futrelle, W. L.....1912 Wilmington

G

281. Gallaway, Rawley G.....1896 Raleigh
282. Gamble, C. F.....1915 N. Charlotte
283. Gamble, J. P.....1921 Monroe
284. Gamble, A. A.....1926 Waxhaw
285. Gardner, T. L.....1908 Reidsville
286. Garren, F. O.....1928 Asheville
287. Garrett, Y. D. (col.).....1920 Tarboro
288. Gary, J. R.....1922 Washington,D.C.
289. Gaskins, W. F.....1916 New Bern
290. Gattis, P. D.....1916 Raleigh
291. Gibbs, T. R.....1908 Belhaven
292. Gibson, W. Z.....1904 Gibson
293. Gibson, A. M.....1923 Gibson
294. Gilbert Laomie.....1903 Benson
295. Gilliam, W. A.....1925 Winston-Salem
296. Gilreath, A. L.....1928 Asheville
297. Glass, P. G.....1925 Kannapolis
298. Glenn, J. S.....1925 Hickory
299. Godfrey, P. V.....1917 Leaksville
300. Gooch, R. L.....1910 Oxford
301. Goode, J. A.....1909 Asheville
302. Goodman, G. C.....1881 Mooresville
303. Goodrum, C. S.....1913 Davidson
304. Gorham, R. S.....1903 Rocky Mount
305. Graham, J. C.....1917 Red Springs
306. Grantham, G. K.....1895 Dunn
307. Grantham, G. K.. Jr.....1928 Dunn
308. Grantham, Hiram.....1889 Red Springs
309. Grantham, L. I.....1910 St. Pauls
310. Grantham, L. B.....1914 Asheville
311. Gray, P. C.....1903 Statesville
312. Green, C. F.....1899 Wilmington
313. Green, H. C.....1909 Charlotte
314. Greene, J. G.....1901 High Point
315. Greenwood, A. M. (col.)...1924 High Point
316. Gregory, R. T.....1898 Stovall
317 Greyer, C. P.....1907 Morganton
318. Griffin, B. C.....1910 Huntersvile
319. Griffin, W. R.....1929 Nashville
320. Griffith, Wiltshire.....1907 Hendersonville
321. Grimes, T. W.....1885 Norwood
322. Grimes, G. D.....1915 Robersonville
323. Grissom, Gilliam.....1889 Raleigh
324. Grove, C. E.....1899 Asheville
325. Guion, C. L.....1921 Aberdeen
326. Guion. C. D.....1916 Cornelius
327. Guion, H. N.....1921 Marshville
328. Guiton, J. A.....1925 Whiteville
329. Gurley, W. B.....1916 Windsor

H

330. Hair, R. C.....1925 Pineville
331. Hairston, R. S. (col.).....1917 Winston-Salem
332. Hales, R. A., Jr.....1923 Spring Hope
333. Hall, J. G.....1881 Oxford
334. Hall, J. M.....1901 Wilmington
335. Hall, J. D.....1904 Scotland Neck
336. Hall, J. P.....1925 Oxford
337. Hall, J. S.....1905 Fayetteville
338. Hall, S. P.....1909 Charlotte
339. Hall, S. B.....1925 Hickory
340. Hall, S. C.....1924 Oxford
341. Hall, J. M., Jr.....1928 Wilmington
342. Hall, I. B.,Jr. (col.).....1928 New Bern
343. Hall, W. F.....1885 Statesville
344. Hambrick, W. R.....1884 Roxboro
345. Hamilton, R. L.....1900 Oxford
346. Hamlet, Reginald.....1906 Raleigh
347. Hamlin, V. C. (col.).....1915 Raleigh
348. Hancock, F. W.....1881 Oxford
349. Hand, J. K.....1906 N. Charlotte
350. Hanson, J. K.....1908 Wilmington
352. Hardee, W. E.....1905 Graham
353. Hardin, J. H.....1928 Durham
354. Hardin, E. B.....1881 Wilmington
355. Harget, D. A.....1924 Wilmington
359. Harper, W. L.....1891 Swansboro
357. Harper, C. P.....1881 Washington,D.C.
358. Harper, C. T.....1900 Selma
356. Hargrave, W. W.....1916 Zebulon
351. Hardee, A. K.....1928 Mount Airy
360. Harris, J. C.....1924 Durham
361. Harrison, T. N., Jr.....1909 Littleton
362. Harrison, L. S.....1926 Weldon
363. Hart, J. A.....1906 High Point
364. Hart, L. W.....1899 Fayetteville
365. Hart, G. W.....1909 Winston-Salem
366. Hart, R. L.....1910 So. Pines

367. Harville, R. C.....1908 Thomasville
368. Hatch, P. R.....1917 Raleigh
369. Haupt, Edward.....1925 Newton
370. Hawley, F. O., Jr.....1903 Charlotte
371. Hayes, G. E.....1916 Hickory
372. Hayley, W. E. (col.).....1906 Durham
373. Haymore, J. B.....1913 Danville, Va.
374. Hays, F. B.....1890 Oxford
375. Haywood, C. L.....1894 Durham
376. Hedgpeth, R. A., Jr.....1925 Lumberton
377. Henderson, G. E.....1928 Lynchburg, Va.
378. Henderson, A. J. (col.).....1908 Winston-Salem
379. Herndon, C. N.....1912 Greensboro
380. Herring, Doane.....1884 Wilson
381. Herring, R. R.....1907 Oxford
382. Herring, N. B.....1917 Wilson
383. Hester, Fred.....1916 Asheville
384. Hesterly, L.E.....1910 Hendersonville
385. Hicks, H. T.....1885 Raleigh
386. Hicks, J. E. F.....1901 Goldsboro
387. Hicks, C. G.....1909 Raleigh
388. Higgins, C. M.....1887 Lexington
389. Hill, J. H.....1888 Goldsboro
390. Hill, G. W.....1906 Wilmington
391. Hill, G. L. (col.).....1929 Henderson
392. Hilton, C. M.....1908 Greensboro
393. Hobbs, Alden.....1928 Kinston
394. Hocutt, D. D.....1920 Henderson
395. Hodges, F. H.....1925 Boone
396. Hoffman, J. F., Jr.....1914 High Point
397. Hogan, A. L.....1923 Kinston
398. Holding, T. E., Jr.....1913 Wake Forest
399. Holland, H. O.....1914 Apex
400. Holland, W. T.....1905 Mount Holly
401. Holley, M. S. (col.).....1928 Greensboro
402. Hollingsworth, Jos.....1917 Mount Airy
403. Holshouser, J. L.....1929 Chapel Hill
404. Hood, J. C.....1911 Kinston
405. Hood, W. D.....1903 Smithfield
406. Hood, R. T.....1916 Kinston
407. Hood, D. H.....1891 Dunn
408. Hood, P. C.....1913 Dunn
409. Hood, T. R.....1881 Smithfield
410. Hood, H. C.....1909 Smithfield
411. Hood, T. R.....1925 Dunn
412. Hooper, F. L.....1914 Sylva
413. Hord, J. C.....1925 Cliffside
414. Horne, H. R.....1881 Fayetteville
415. Horne, W. W.....1900 Fayetteville
416. Horne, S. R.....1902 Fayetteville
417. Horne, C. O'H.....1909 Greenville
418. Horne, W. H.....1907 Greenville
419. Horton, R. W.....1915 Monroe
420. Horton, J. P.....1921 N. Wilkesboro
421. House, Joseph.....1910 Beaufort
422. Howell, E. V.....1892 Chapel Hill
423. Howerton, J. L.....1908 Durham
424. Hoyle, M. H.....1915 Cooleemee
425. Hufham, Walter.....1916 Morehead City
426. Hughes, J. R.....1912 Madison
427. Hunter, B. W.....1888 New Bern
428. Hunter, T. B.....1897 Rockingham
429. Hutchins, J. A.....1910 Winston-Salem

I

430. Ingle, R. H.....1915 Charlotte
431. Ingram, L. M.....1920 High Point
432. Iseley, G. A.....1910 Raleigh
433. Isler, W. A. (col.).....1914 N. Y. C., N. Y.
434. Isler, J. H. (col.).....1928 Charlotte

J

435. Jackson, J. C.....1928 Woodland
436. Jackson, Leonidas.....1924 Erwin
437. Jacocks, F. G.....1899 Elizabeth City
438. James, A. A.....1909 Winston-Salem
439. James, S. T. (col.).....1907 Durham
440. James, C. J.....1929 Durham
441. Jarman, J. F.....1900 Wilmington
442. Jarrett, L. M.....1910 Biltmore
443. Jenkins, J. V.....1905 Asheville
444. Jenkins, L. W.....1908 Greensboro
445. Jenkins, Sam.....1928 Walstonburg
446. Jernigan, R. W.....1914 Fayetteville
447. Jetton, W. A.....1905 Davidson
448. Johnson, G. P.....1928 Elizabethtown
449. Johnson, W. L.....1924 Raleigh
450. Johnson, J. E., Jr.....1924 Lumberton
451. Johnson, W. R.....1920 Raleigh
452. Johnson, J. H.....1917 N. Wilkesboro
453. Jones, H. E. (col.).....1904 Asheville
454. Jones, G. T. (col.).....1909 Raleigh
455. Jones, J. B.....1910 Lexington
456. Jones, Alpheus.....1911 Warrenton
457. Jones, J. H.....1913 Haw River
458. Jones, M. L. (col.).....1917 Goldsboro
459. Jones, W. R. (col.).....1929 Middleton, N. J.
460. Jordan, D. L.....1921 Raleigh
461. Justus, W. H.....1887 Hendersonville

K

462. Kelly, G. C.....1926 Durham
463. Kelly, J. R.....1909 Greensboro
464. Kendall, B. H.....1900 Shelby
465. Kendrick, T. W.....1899 Charlotte
466. Kerner, L. C.....1902 Henderson
467. Kerr, James.....1909 Liberty
468. Kibler, R. E.....1907 Morganton
469. King, H. L.....1902 Durham
470. King, C. H.....1904 Durham
471. King, J. R.....1909 E. Durham
472. King, B. F.....1928 Hickory
473. Kingsbury, W. R.....1881 Wilmington
474. Kirby, G. S., Jr.....1920 Marion
475. Kirby, J. H.....1924 Princeton
476. Kirksey, L. H.....1916 Morganton
477. Knight, R. S., Jr.....1924 Ocean View, Va.
478. Koonce, J. E.....1907 Chadbourn
479. Koonce, T. R.....1915 Wilmington
480. Kunkle, A. B.....1925 Conover
481. Kyser, P. B.....1892 Rocky Mount
482. Kyser, E. V.....1915 Chapel Hill

L

483. Lamm, L. M.....1923 Mount Airy
484. Lanquist, T. E.....1889 Winston-Salem
485. Lane, W. A.....1907 Tarboro
486. Langdon, R. E.....1923 Raleigh
487. Lasley, M. I.....1916 Winston-Salem
488. Lawing, K. L.....1903 Lincolnton
489. Layden, E. H.....1917 Lexington
490. Layton, C. C.....1921 Raleigh

491. Lazarus, Joseph....1928 Sanford
492. Lea, V. D....1920 Aberdeen
493. Lea, L. J....1908 Aberdeen
494. Leavister, T. O....1905 Raleigh
495. LeBoo, P. S (col.)....1903 Wilmington
496. Lee, P. A....1903 Dunn
497. LeGette, J. S....1928 St. Pauls
498. Legett, W. A....1896 Edenton
499. Leggett, P. O....1902 Southport
500. Le Mon, H. H. (col.)....1925 High Point
501. Lever, T. H....1928 Asheville
502. Lewis, H. W., M.D....1881 Jackson
503. Lewis, W. E....1907 Mount Olive
504. Lewis, H. R....1912 Asheville
505. Lewis, L. C....1928 Belmont
506. Liles, W. A....1917 W. Durham
507. Liner, J. A....1925 Grand Salime, Tex
508. Lisk, D. C....1909 Charlotte
509. Lloyd, T. P....1920 Chapel Hill
510. Loftin, J. U....1909 Albemarle
511. Long, Roy....1914 Brevard
512. Lord, C. A....1909 Asheville
513. Love, T. L. (col.)....1905 Raleigh
514. Lowry, W. A....1919 Washington,D.C.
515. Lunn, F. H....1912 Winston-Salem
516. Lutterloh, I. H., M.D....1891 Sanford
517. Lutz, H. C....1907 Hickory
518. Lyday, W. M., M.D....1895 Penrose
519. Lynn, R. M....1924 Gastonia
520. Lyon, R. P....1907 Wadesboro
521. Lyon, J. F....1929 Durham
522. Lyon, O. H....1912 Plymouth
523. Lyon, F. F....1914 Oxford
524. Lytle, W. H. (col.)....1925 Gastonia

M

525. Mabry, C. S....1917 Hamlet
526. Macon, A. B....1915 Pilot Mountain
527. Malone, C. E....1912 Salisbury
528 Markham, G. W....1928 Greensboro
529. Marley, F. H....1913 Lenoir
530. Marsh, M. L....1895 Concord
531. Marsh, N. F....1906 Greensboro
532. Marston, R. H....1913 Kinston
533. Martin, S. L., Jr....1915 Leaksville
534. Martin, B. M....1919 Baltimore, Md.
535. Martin, A. N....1920 Rosemary
536. Mathes, T. J....1912 Durham
537. Matthews, G. E....1900 Fayetteville
538. Matthews, W. F....1910 Randleman
539. Matthews, C. E., Jr....1917 Roanoke R'ds.
540. Matthews, W. McD....1928 Wilson
541. Mattocks, A. M....1910 Wilmington
542. Matton, G. A....1884 High Point
543. Mauney, W. McC....1925 Murphy
544. May, T. H....1912 Pittsburgh, Pa.
545. Mayo, T. H....1881 Goldsboro
546. McBane, J. O. D....1921 Pittsboro
547. McCraw, W. P....1906 Norfolk, Va
548. McCrimmon, D. D....1926 Hemp
549. McCrummen, D. C....1925 Troy
550. McDaniel, W. A....1914 Enfield
551. McDonald, J. S....1908 Raleigh
552. McDonald, A. H....1910 W. Durham
553. McDonald, W. R., Jr....1924 Spindale
554. McDowell, N. O....1921 Scotland Neck
555. McDuffie, R. A....1914 Greensboro
556. McGee, R. H....1928 Belton, S. C.
557. McIntosh, J. B. S....1881 Brevard
558. McKay, D. McN....1895 Durham
559. McKay, J. W....1914 Hazelwood
560. McKay, Malcolm....1891 W. Durham
561. McKeel, C. B....1889 Columbia
562. McKenzie, L. McK....1915 Lumberton
563. McKesson, L. W....1902 Statesville
564. McKinney, W. M....1906 Greensboro
565. McKnight, L. E....1909 Fayetteville
566. McLarty, Eugene....1889 Haw River
567. McLauchlin, D. A....1893 Charlotte
568. McLeod, A. B....1928 Roanoke Rapids
569. McManus, M. T. Y....1911 Winston-Salem
570. McMillan, J. D., Jr....1904 Lumberton
571. McMillan, B. F., Jr....1915 Lumberton
572. McMinn, J. M....1881 Asheville
573. McMullan, F. H....1913 Old Fort
574. McNair, W. H....1882 Tarboro
575. McNair, W. R....1902 Henderson
576. McNeely, M.C....1916 Greensboro
577. McNeely, R. P....1928 Charlotte
578. McNeill, G. McK....1902 Rowland
579. McNeil, G. R....1905 Vineland
580. Mebane, W. M....1920 Asheville
581. Melvin, P. J....1920 Roseboro
582. Melvin, M. B....1924 Roseboro
583. Merritt, E. S....1885 Carrboro
584. Merritt, N. H....1915 Carrboro
585. Miles, M. C....1917 Henderson
586. Miller, C. B....1890 Goldsboro
587. Miller, E. H....1898 Mooresville
588. Miller, C. T....1905 Asheville
589. Miller, C. M....1916 Rose Hill
590. Millican, A. G....1916 Wilmington
591. Mills, J. C....1921 Cliffside
592. Mills, J. A....1915 Tabor
593. Mintz, M. B....1897 Southport
594. Missildine, E. E....1900 Tryon
595. Mitchell, H. G....1913 Hamlet
596. Mitchell, C. P....1915 Burlington
597. Mitchell, F. T....1926 Fairmont
598. Mitchener, J. A....1897 Edenton
599. Moir, A. L....1916 Fayetteville
600. Montague, G. W....1903 Durham
601. Moore, M. A....1926 Tarboro
602. Moore, T. J....1926 Wilson
603. Moore, J. P....1911 Middlesex
604. Moore, A. R....1920 Wilson
605. Moore, H. P....1928 Red Springs
606. Moose, H. A....1928 Mount Pleasant
607. Moose, G. K....1914 Boone
608. Morgan, R. S....1908 Spruce Pine
609. Morrisette, C. B....1914 Elizabeth City
610. Morrison, M. S....1906 Wilson
611. Morrow, Norman....1909 Gastonia
612. Morrow, W. E. (col.)....1924 Greensboro
613. Morton, J. X....1909 Faison
614. Mull, J. E....1918 Asheville
615. Mullen, T. L....1916 Huntersville
616. Mullen, L. B....1912 Asheville
617. Munday, C. C....1913 Taylorsville
618. Mundy, J. C....1921 China Grove

619. Murchison, E. E.....1912 Goldsboro
620. Murphey, L. W.....1913 Rocky Mount
621. Murphy, J. C.....1911 Charlotte
622. Murphy, C. L.....1917 Salisbury

N

623. Nance, J. S.....1922 Charlotte
624. Nelson, J. B.....1929 High Point
625. Neville, Augustus, Jr.....1928 Spring Hope
626. Newsom, H. C.....1917 Mooresville
627. Nicholson, A. T.....1904 Tarboro
628. Nicholson, M. A.....1910 Troy
629. Niestlie, Wm.....1886 Wilmington
630. Norman, J. S., M.D.....1903 Hickory
631. Nottingham, G. S.....1901 Norfolk, Va.
632 Nowell, Edwin.....1906 Greensboro
633. Nowell, W. R.....1910 Wendell
634. Nye, G. L.....1919 Rockingham

O

635. Oakley, C. H.....1928 Roxboro
636. O'Hanlon, E. W.....1891 Winston-Salem
637. O'Neal, W. P.....1926 High Point
638. Overman, H. S.....1907 Elizabeth City

P

639. Page, B. F.....1901 Raleigh
640. Palmer, R. W., M.D.....1902 Gulf
641. Palmer, A. W.....1924 Sanford
642. Parker, W. W.....1889 Henderson
643. Parker, F. W.....1892 Raleigh
644. Parker, R. S.....1906 Murphy
645. Parker, W. W., Jr.....1923 Henderson
646. Parker, N. M. (col.).....1929 Wilmington
647. Patterson, Alvis.....1902 Winston-Salem
648. Patterson, W. D.....1901 Chapel Hill
649. Payne, M. T.....1905 Greensboro
650. Peacock, M. A.....1909 Benson
651. Pearson, M. E. Dye (col.).1911 Durham
652. Peele, J. F.....1905 LaGrange
653. Perry, W. M.....1902 Elizabeth City
654. Perry, H. H. (col.).....1894 Fayetteville
655. Perry, E. B.....1901 Littleton
656. Perry, D. L. (col.).....1912 Fayetteville
657. Person, T. E. M.D.....1906 Stantonsburg
658. Peterson, S. S., M.D.....1884 Gastonia
659. Petrea, F. S.....1920 Greensboro
660. Phifer, B. R.....1928 Monroe
661. Phillips, C. B.....1910 Lincolnton
662. Phillips, M. B.....1920 China Grove
663. Phillips, W. P.....1926 Aberdeen
664. Pickelsimer, J. B.....1908 Brevard
665. Pierce, M. E.....1914 Charlotte
666. Pierce, J. S.....1920 Rocky Mount
667. Pigott, D. S.....1926 Greenville
668. Pike, J. W.....1904 Concord
669. Pilkington, G. R.....1897 Pittsboro
670. Pinnix, J. M.....1904 Kernersville
671. Pinnix, W. M.....1907 New Bern
672. Pleasants, F. R.....1896 Louisburg
673. Plummer, James.....1881 Salisbury
674. Polk, J. B.....1910 Wilmington, Del.
675. Poole, L. B.....1924 Greensboro
676. Pope, H. L.....1908 Winston-Salem
677. Porter, Clifford.....1909 Black Mountain
678. Porter, C. D.....1915 Concord
679. Porter, Ernest.....1912 Concord
680. Powell, D. E.....1909 Asheville
681. Powell, J. C.....1915 Charlotte
682. Powers, L. B.....1908 Raleigh
683. Preston, W. D.....1909 S. Norfolk, Va.
684. Price, S. H.....1920 Mooresville
685. Pritchard, J. M.....1918 Chapel Hill
686. Propst, G. C.....1910 Sumter, S. C.
687. Pugh, E. S.....1922 Windsor
688. Purcell, S. M.....1900 Salisbury

Q

689. Quinn, F. D.....1908 Shelby

R

690. Raker, W. G.....1926 Lexington
691. Ray, E. L.....1916 Asheboro
692. Reaves, L. E.....1897 Raeford
693. Reaves, E. L.....1923 Asheboro
694. Redding, E. F.....1905 Lucama
695. Rees, H. E.....1924 Stanley
696. Reeves, Jefferson.....1923 Waynesville
697. Reeves, M. H.....1906 Waynesville
698. Reeves, T. H.....1904 Asheville
699. Reid, S. H.....1916 Washington
700. Reinhardt, R. L.....1910 Forest City
701. Reins, C. C.....1912 Winston-Salem
702. Rhineheardt, C. B.....1912 Asheville
703. Rhodes, Cader.....1911 Raleigh
704. Rhyne, W. F.....1909 Gastonia
705. Rice, L. D.....1925 Winston-Salem
706. Richardson, J. D. (col.)....1918 Salisbury
707. Ridenhour, D. G.....1912 Mt. Gilead
708. Rimmer, E. F.....1912 Charlotte
709. Rimmer, R. M.....1921 Franklin
710. Ring, W. A.....1895 High Point
711. Ring, C. A.....1905 High Point
712. Ring, L. B.....1904 Mount Olive
713. Ring, C. A., Jr.....1928 High Point
714. Rives, H. L.....1915 Bethel
715. Roberson, Culas.....1929 Draper
716. Roberts, Herschel.....1918 Weaversville
717. Roberts, M. H.....1929 Morristown, Tenn
718. Roberts, T. M.....1918 High Point
719. Robertson, E. G.....1910 Bridgeport, Conn.
720. Robinson, G. C.....1906 Raleigh
721. Robinson, E. F.....1926 Wilmington
722. Robinson, J. L.....1907 Rutherfordton
723. Rogers, R. P.....1912 Durham
724. Rogers, W. F.....1912 Durham
725. Rose, I. W.....1906 Rocky Mount
726. Rosenbaum, C. D.....1915 Tarboro
727. Ross. H. C.....1926 Winston-Salem
728. Roth, R. H.....1905 Asheville
729. Roycroft, W. R.....1925 Coats
730. Rudisill, J. S.....1908 Forest City
731. Rush, G. W. C.....1923 Charleston, W. Va

S

732. Saintsing, J. E.....1901 High Point
733. Salling, A. T.....1910 Wilmington
734. Sanders, T. F.....1893 Clinton
735. Sandling, R. H.....1917 Norfolk, Va.
736. Sanford, R. D.....1916 Winston-Salem

737. Sapp, L. L., M.D.....1898 Badin
738. Sauls, M. M.....1903 Ayden
739. Schutt, T. C. H.....1905 Wilmington
740. Scoggin, L. E.....1905 Louisburg
741. Scroggs, F. H.....1926 Franklin
742. Scruggs, B. P.....1916 Rutherfordton
743. Seagle, F. M.....1905 Charlotte
744. Seawell, C. C.....1904 Greensboro
745. Secrest, A. McD.....1907 Monroe
746. Sedberry, H. S.....1892 Fayetteville
747. Sedberry, H. B.....1904 Elizabeth City
748. Selden, J. S.....1928 Tarboro
749. Senter, P. L.....1921 Raleigh
750. Sessoms, M. M.....1914 Wilson
751. Sewell, G. L.....1926 Wilmington
752. Shade, I. A. (col.).....1906 Wilson
753. Shaw, R. S.....1917 Scotland Neck
754. Shell, J. E.....1896 Lenoir
755. Shell, C. C.....1909 Waynesville
756. Shelton, C. F.....1905 Chadbourn
757. Sheppard, J. W.....1896 Charlotte
758. Shook, Eulon.....1918 Hickory
759. Shore, M. L.....1902 Raleigh
760. Shuford, L. D.....1924 Kings Mountain
761. Singletary, F. B.....1914 Greensboro
762. Singletary, W. O.....1901 Winston-Salem
763. Sisk, C. T., M.D.....1902 Bryson City
764. Sisk, C. J.....1924 Bryson City
765. Siske, G. C.....1922 Greensboro
766. Sitison, J. A.....1928 Mount Airy
767. Sloan, F. A.....1909 Lincolnton
768. Sloop, L. L.....1901 Cherryville
769. Sloop, M. B.....1928 China Grove
770. Smith, W. G.....1889 Asheville
771. Smith, W. O.....1912 Washington,D.C.
772. Smith, Mattie E.....1925 Charlotte
773. Smith, F. S.....1892 Asheville
774. Smith, F. T.....1887 Franklin
775. Smith, C. H.....1899 Charlotte
776. Smith, T. L.....1905 Rocky Mount
777. Smith, C. N.....1910 Washington,D.C.
778. Smith, Casper.....1911 Wilson
779. Smith, T. E.....1928 Goldsboro
780. Smith, Leon.....1912 Kannapolis
781. Smith, D. A.....1924 Charlotte
782. Smith, W. W.....1915 Charlotte
783. Snuggs, W. H.....1903 Albemarle
784. Southerland, Odell.....1900 Charlotte
785. Sparks, J. E.....1926 Hertford
786. Spencer, J. A.....1911 Durham
787. Spoon, J. M., Jr.....1926 Charlotte
788. Spoon, K. B.....1928 Charlotte
789. Stainback, T. E.....1914 New Orleans, La.
790 Stallings, W. H.....1912 Fayetteville
791. Stamps, J. N.....1929 High Point
792. Stanback, T. M.....1905 Spencer
793. Stancil, J. H.....1912 Winston-Salem
794. Stephens, J. L. (col.).....1915 Cleveland, Ohio
795. Stevenson, J. T.....1917 Elizabeth City
796. Stewart, J. M.....1909 Seffner, Fla.
797. Stewart, W. M.....1903 Charlotte
798. Stimson, J. H.....1910 Statesville
799. Stone, B. F.....1929 Lumberton
800. Stone, A. H.....1902 Spray
801. Stone, W. L.....1922 Franklinton
802. Stowe, J. P.....1893 Charlotte
803. Stowe, L. H.....1908 Charlotte
804. Stowe, H. R.....1910 Charlotte
805. Stowe, C. D.....1917 Asheville
806. Stratford, P. C.....1916 Greensboro
807. Strayhorn, W. F.....1912 Durham
808. Streetman, J. W.....1894 Marion
809. Streetman, T. L.....1903 Winston-Salem
810. Strowd, Dortch.....1929 Kinston
811. Suggs, R. B.....1905 Belmont
812. Sullivan, L. S.....1928 High Point
813. Summey, K. N.....1910 Mount Holly
814. Summey, Ptolemy.....1903 Dallas
815. Summey, P. B.....1917 Charlotte
816. Suttle, J. A.....1906 Shelby
817. Suttlemyre, P. J.....1914 Hickory
818. Sutton, J. L.....1914 Chapel Hill
819. Swaney, C. A.....1924 Salisbury
820. Swaringen, DeWitt C.....1897 China Grove
821. Swindell, E. S.....1911 Durham
822. Sykes, R. J.....1907 Greensboro

T

823. Talley, H. A.....1905 Jonesboro
824. Tarkenton, E. L.....1901 Wilson
825. Tart, D. W.....1906 Roseboro
826. Tate, E. H.....1925 Lenoir
827. Tatum, J. M.....1928 Brevard
828. Taylor, C. A.....1908 Goldsboro
829. Taylor, D. G.....1910 Spray
830. Taylor, W. P.....1912 Roanoke Rapids
831. Taylor, J. C.....1917 Knightdale
832. Taylor, L. B.....1928 Jackson
833. Temple, J. O.....1909 Kinston
834. Templeton, G. S.....1926 Mooresville
835. Tennant, W. D., Jr.....1926 Robbinsville
836. Thomas, W. G., Jr.....1911 Varina
837. Thomas, C. R.....1901 Thomasville
838. Thomas, E. E.....1913 Roxboro
839. Thomas, E. R.....1902 Erwin
840. Thompson, A. J.....1902 Badin
841. Thompson, J. L.....1925 Reidsville
842. Thompson, P. H.....1924 Fairmont
843. Thompson,NettieM.(col.)..1928 Snow Hill
844. Thornton, W. H.....1914 Newton
845. Thrower, H. E.....1906 So. Pines
846. Tilley, J. E.....1923 Winston-Salem
847. Toms, B. C.....1911 Salisbury
848. Townsend, J. H.....1910 Red Springs
849. Trent, J. A.....1913 Danville, Va.
850. Tripp, G. O.....1923 Tarboro
851. Trotter, P. L.....1902 Pilot Mountain
852. Trotter, J. R.....1906 Salisbury
853. Tucker, W. M.....1899 High Point
854. Tucker, R. H.....1897 Reidsville
855. Tugwell, J. B.....1903 Lillington
856. Turlington, J. E.....1915 Asheville
857. Turner, W. D.....1902 Elkin
858. Turnmire, A. P.....1921 Mount Airy

U

859. Underwood, J. T.....1914 Liberty
860. Utley, H. S.....1925 Benson

V

861. Vinson, E. L.....1908 Halifax
862. Vinson, J. T.....1914 Goldsboro

W

863. Walker, A. DuV.....1925 Wilmington
864. Walker, H. W.....1923 Norlina
865. Walker, Irving.....1920 Reidsville
866. Walker, B. W.....1917 Rocky Mount
867. Walker, T. A.....1900 Charlotte
868. Walker, Lewis.....1890 Milton
869. Walker, H. L.....1929 Madison
870. Wallace, A. C.....1924 Star
871. Walton, R. C.....1916 Raleigh
872. Walton, G. B.....1909 East Flat Rock
873. Ward, E. H.....1914 Tarboro
874. Ward, W. A.....1924 Swannanoa
875. Warlick, E. S., M.D.....1889 Mars Hill
876. Warren, L. A.....1917 Garland
877. Warren, B. S.....1908 Greenville
878. Warren, J. C.....1915 Dunn
879. Warren, B. C.....1926 Raleigh
880. Wartman, C. J.....1928 Keysville, Va.
881. Waters, G. W., Jr.....1910 Goldsboro
882. Watkins, W. O.....1905 Rutherfordton
883. Watkins, Mrs. T. T.....1920 Fort Pierce, Fla.
884. Watson, H. P., Jr.....1912 Winston-Salem
885. Watson, D. I., M.D.....1887 Southport
886. Wearn, W. H.....1884 Charlotte
887. Weatherly, A. E.....1916 Greensboro
888. Webb, Paul.....1898 Shelby
889 Webb, C. I.....1903 Charlotte
890. Webb, R. K.....1910 Hickory
891. Webb, E. L.....1907 Thomasville
892. Welborne, W. F.....1902 Lexington
893. Welfare, S. E.....1905 Winston-Salem
894. West, J. F.....1915 Belmont
895. West. W. L.....1925 Roseboro
896. Westbrook, A. P.....1923 Charlotte
897. Wharton, L. A.....1909 Gibsonville
898. Wheeler, L. B.....1885 Asheville
899. Wheeler, C. R.....1919 Winston-Salem
900. Wheless, J. M.....1901 Farmville
901. Wheless, R. E. L.....1911 Warsaw
902. White, C. B.....1928 Henderson
903. White, D. E.....1928 Mebane
904. White, J. A.....1900 Mooresville
905. White, H. G.....1903 Elm City
906. White, F. L.....1905 Mebane
907. White, W. R.....1910 Warrenton
908. White, G. S.....1910 Lexington
909. White, John Albert.....1922 Jonesboro
910. White, E. S.....1921 Burlington
911. White, J. E.....1913 Raleigh
912. White, Luther.....1914 Wilmington
913. White, J. I.....1917 Burlington
914. White, J. J.....1928 Henderson
915. Whitehead, C. R.....1924 Ramseur
916. Whitehead, J. D., Jr.....1912 Enfield
917. Whitfield, W. C., M.D.....1881 Grifton
918. Whitford, C. P.....1929 Washington
919. Whitley, J. R.....1916 Fremont
920. Wiggins, W. W.....1916 Raleigh
921. Wilkins, W. R.....1904 Charlotte
922. Williams, M. P.....1902 Charlotte
923. Williams, S. W.....1898 Raleigh
924. Williams, R. I.....1881 Raleigh
925. Williams, A. H. A.....1910 Oxford
926. Williams, M. V. B.....1916 Winston-Salem
927. Williams, J. C.....1921 Gastonia
928. Williams, H. C.....1912 Concord
929. Williamson, C. M.....1926 Charlotte
930. Williamson, J. W.....1921 Mooresville
931. Willis, Beatrice Averitt.....1922 Raleigh
932. Willis, R. M.....1922 Southport
933. Williston, J. T. (col.).....1902 Fayetteville
934. Wilson, T. V.....1924 Hendersonville
935. Wilson, T. H.....1909 Thomasville
936. Wilson, C. H.....1910 Lakeland, Fla.
937. Wilson, W. B.....1912 Hendersonville
938. Wilson, L. R.....1916 Lowell
939. Wilson, G. S.....1921 Belmont
940. Wimberley, R. E. (col.).....1920 Henderson
941. Winders, H. M.....1925 Farmville
942. Wohlford, H. W.....1910 Charlotte
943. Wolfe, Drayton.....1905 Lincolnton
944. Wolfe, W. S.....1913 Mount Airy
945. Wolfe, B. Houston.....1915 Charlotte
946. Womble, D. J.....1924 Durham
947. Wood, E. H.....1905 New Bern
948. Woodard, E. V.....1914 Selma
949. Woolard, E. W.....1915 Henderson
950. Wooten, G. R.....1896 Hickory
951. Wooten, I. W. (col.).....1924 Washington, D.C.
952. Wooten, J. W. F.....1926 Durham
953. Worthington, E. C.....1917 Washington
954. Worthy, F. S.....1905 Washington
955. Wrike, W. C.....1921 Graham

Y

956. Yancey, L. A. (col.).....1908 Charlotte
957. Yancey, D. C. (col.).....1906 Wilson
958. Yates, C. L.....1909 Charlotte
959. Yoder, C. R.....1908 Newton
960. Young, John.....1898 Greensboro

Z

961. Zoeller, E. V.....1881 Tarboro
962. Zuckerman, I. L.....1910 Durham

Pharmacists Registered By Reciprocity

A

963. Ackerman, H. A.....1925 Winston-Salem
From South Carolina
964. Ackerman, R. N.....1927 Mount Airy
From South Carolina
965. Adair, W. H.....1924 Baltimore, Md.
From Alabama
966. Alston, M. J. (col.).....1923 New Bern
From Tennessee
967. Andes, G. E.....1928 Charlotte
From Virginia
968. Armstrong, W. E.....1929 Petersburg, Va.
From Virginia
969. Avera, J. R.....1927 West Asheville
From Georgia

B

970. Berryman, C. H.....1929 Burnsville
From Virginia
971. Bissette, P. B.....1923 Wilson
From Virginia
972. Black, O. R.....1927 Bessemer City
From Arizona

973. Blackman, B. L.....1925 East Spencer
From South Carolina
974. Bobst, H. R.....1930 Philadelphia, Pa.
From New Jersey
975. Bolinger, C. E.....1927 Asheville
From Georgia
976. Brakebill, R. L.....1928 Sylva
From Tennessee
977. Brock, Alva.....1930 Charlotte
From South Carolina
978. Brooks, J. W.....1927 Tryon
From Georgia
979. Brown, J. E.....1929 Palatka, Fla.
From Florida
980. Burrus, S. B.....1923 Asheville
From Georgia
981. Bryan, P. C.....1929 Charlotte
From South Carolina

C

982. Cagle, C. V.....1924 Greensboro
From Georgia
983. Cain, C. M.....1929 Henrietta
From South Carolina
984. Caldwell, P. L.....1925 Winston-Salem
From Georgia
985. Callahan, E. F.....1919 West Durham
From South Carolina
986. Carcters, T. R.....1926 Gastonia
From South Carolina
987. Claverie, J. S.....1918 Asheville
From Louisiana
988. Cole, T. B.....1924 Pinehurst
From Georgia
989. Comar, W. A.....1928 Asheville
From South Carolina
990. Cook, D. B.....1919 Weldon
From Tennessee
991. Cousin, W. G.....1924 Charlotte
From Pennsylvania
992. Cox, R. O.....1923 Detroit, Mich.
From Michigan
993. Crabtree, W. A.....1923 Sanford
From Georgia
994. Crenshaw, J. L.....1925 Birmingham, Ala.
From Alabama
995. Crow, C. H.....1927 Fairforest, S. C.
From South Carolina
996. Cunningham, W. E.....1927 Pinehurst
From Massachusetts

D

997. Darlington, J. M.....1922 Winston-Salem
From Virginia
998. Davenport, G. R. (col.)..1925 Asheville
From District of Columbia
999. Dawson, R. S.....1927 Asheville
From Ohio
1000. Day, L. G.....1930 Spruce Pine
From South Carolina
1001. Dennis, C. M.....1928 Shelby
From South Carolina
1002. Derrick, C. L.....1928 Charlotte
From Georgia
1003. Driggers, Earle.....1927 Winston-Salem
From Georgia

E

1004. Ellington, G. R.....1922 Reidsville
From Virginia
1005. Elson, J. R.....1929 Hendersonville
From West Virginia
1006. Evans, W. B.....1923 Mount Airy
From Texas

F

1007. Fater, D. H.....1920 Asheville
From Connecticut
1008. Feagin, E. I.....1923 Hendersonville
From Alabama
1009. Fearrington, T. B.....1924 Asheville
From Mississippi
1010. Fleming, J. M.....1923 Waxhaw
(Re-reg.)
From South Carolina
1011. Fulmer, V. R.....1923 Robersonville
(Re-reg.)
From South Carolina
1012. Funderburk, E. B.....1929 Stanley
From South Carolina

G

1013. Gilbert, W. B.....1921 Tennville, Ga.
From Georgia
1014. Glenn, A. L.....1922 Charlotte
From Alabama
1015. Gooden, D. T.....1926 Richmond, Va.
From Virginia
1016. Gore, C. S.....1927 Asheville
From Georgia
1017. Gray, R. A.....1921 Asheville
From Georgia
1018. Griffin, Octavus.....1926 Rosemary
From Virginia
1019. Grinstead, C. P.....1929 Statesville
From West Virginia
1020. Gunter, C. N.....1926 Durham
From Georgia

H

1021. Hall, W. P., Jr.....1921 Forest City
From Virginia
1022. Ham, T. J., Jr.....1922 Yanceyville
From Virginia
1023. Hamlet, J. T. (col.).....1922 Raleigh
From West Virginia
1024. Hardwick, St. J. H.....1923 Wake Forest
From South Carolina
1025. Hargrave, H. P. (col.)....1921 Greensboro
From Virginia
1026. Henderson, C. W.....1923 Durham
From Virginia
1027. Holroyd, R. McT.....1927 Whiteville
From West Virginia
1028. Hough, J. T.....1923 Charlotte
From South Carolina
1029. Hunt, W. S.....1919 Oxford
From Virginia
1030. Hurdle, O. L.....1928 Aulander
From Virginia
1031. Hutchinson, J. M.....1922 Charlotte
From South Carolina

I

1032. Irvin, O. L.....1924 Concord
From Georgia

J

1033. Jenkins, C. M.....1925 Old Fort
From Georgia
1034. Jetton, R. M.....1918 Comer, Ga.
From Georgia
1035. Johnson, R. J.....1924 Asheville
From South Carolina
1036. Johnson, L. O.....1926 Charlotte
From South Carolina
1037. Joiner, L. B.....1920 High Point
From South Carolina
1038. Joiner, A. E.....1923 High Point
From Georgia
1039. Jones, J. L.....1922 Canton
From Georgia
1040. Jones, Dolan.....1925 Monroe
From Georgia

K

1041. Kimball, C. V.....1919 Greensboro
From District of Columbia
1042. King, W. H. (col.).....1919 Winston-Salem
From South Carolina
1043. Kirby, J. H.....1929 Atlanta, Ga.
From Georgia
1044. Kirkpatrick, G. L.....1927 Black Mountain
From South Carolina

L

1045. Lamar, W. L., Jr.....1923 Albemarle
From Alabama
1046. Lewis, F. W.....1925 Augusta, Ga.
From Virginia
1047. Lowrance, C. L.....1925 Asheville
From South Carolina

M

1048. Matthews, G. W.....1920 Asheville
From South Carolina
1049. McBride, T. L.....1919 Marshville
From Pennsylvania
1050. McKinney, C. D.....1928 Timmonsville, S.C.
From South Carolina
1051. Medford, De V. K.....1926 Clyde
From Oklahoma
1052. Meroney, F. P.....1928 Murphy
From Tennessee
1053. Merriman, W. D.....1928 Charlotte
From South Carolina
1054. Miller, A. J.....1925 ThreeRivers, Mich.
From Michigan
1055. Mills, R. S., Jr.....1921 Danville, Va.
From Tennessee
1056. Mooneyham, A. O.....1919 Asheville
From Alabama
1057. Mooneyham, O. J.....1928 Henrietta
From Georgia
1058. Moose, W. L.....1926 Mount Pleasant
From Maryland
1059. Moore, A. L.....1927 Troutman
From Georgia
1060. Moore, Harry.....1928 Kings Mountain
From South Carolina
1061. Morgan, S. C.....1929 Greenville, S. C.
From South Carolina
1062. Morriss, W. H.....1927 Roxboro
From Virginia

N

1063. Norman, J. P.....1924 Yadkinville
From Virginia

O

1064. O'Brien, J. I.....1918 Pinehurst
From Massachusetts

P

1065. Pattie, D. D.....1928 Columbus
From Michigan
1066. Pence, L. N.....1919 South Boston, Va.
From Virginia
1067. Philpot, L. W.....1928 Asheville
From South Carolina
1068. Powers, Charles.....1930 Orlando, Fla.
From Pennsylvania
1069. Prince, R. M.....1929 Charlotte
From South Carolina

R

1070. Ray, C. W.....1924 West Jefferson
From Virginia
1071. Reedy, W. C.....1922 Henderson
From South Carolina
1072. Rigby, J. N.....1928 Greensboro
From South Carolina
1073. Rhyne, C. L.....1922 Statesville
From Georgia
1074. Roberts, H. W.....1930 Athens, Pa.
From Pennsylvania
1075. Rogers, W. LeR.....1929 Gastonia
From South Carolina

S

1076. Sappenfield, J. A.....1924 Kannapolis
From Georgia
1077. Saunders, L. S.....1926 Wilmington
From Virginia
1078. Savage, Robert.....1928 Pembroke
From Maryland
1079. Sawyer, R. B.....1925 Charlotte
From Colorado
1080. Saxon, H. A.....1930 Boone
From Georgia
1081. Schafhausen, J. J.....1920 Asheville
From Kentucky
1082. Scruggs, R. G.....1919 Asheville
From Georgia
1083. Sheider, G. A.....1918 W. Asheville
From Georgia
1084. Sherard, J. F.....1920 Hendersonville
From South Carolina
1085. Sloan, R. R.....1927 Stony Point
From Virginia
1086. Smith, J. M.....1925 Asheville
From Wisconsin
1087. Smith, V. F.....1929 Asheville
From Missouri
1088. Smith, R. A. (col.).....1926 Asheville
(Re-reg.)
From District of Columbia

1089. Spriggle, J. B.....1929 Draper
From South Carolina
1090. Stacy, L. B.....1928 Gastonia
From Georgia
1091. Steele, G. H.....1929 Jefferson, S. C.
From South Carolina
1092. Summerlin, A. R.....1925 Laurinburg
From South Carolina
1093. Sinclair, E. G.....1020 Raleigh
From Virginia

T

1094. Thomas, C. L.....1929 Waxhaw
From South Carolina
1095. Thompson, J. V.....1924 East Flat Rock
From South Carolina
1096. Threatt, J. B.....1922 Durham
(Re-reg.)
From Georgia
1097. Tolson, J. G., Jr.....1927 Liberty
From South Carolina
1098. Toms, E. R.....1919 Wilmington
From Georgia

U

1099. Underhill, J. A.....1928 Wendell
From South Carolina

V

1100. Vaughan, A. M.....1926 Petersburg, Va.
From Missouri

W

1101. Walters, J. E.....1928 Cheraw, S. C.
From South Carolina
1102. Walton, J. C.....1926 Marshall
(Re-reg.)
From South Carolina
1103. Watkins, F. D.....1925 Belmont
From South Carolina
1104. Webb, J. B. (col.).....1930 Greensboro
From West Virginia
1105. Whitaker, F. B.....1930 Laurinburg
From Georgia
1106. White, H. W.....1925 Fayetteville
From South Carolina
1107. White, W. G.....1924 Charlotte
From South Carolina
1108. White, L. L.....1920 Morven
From Georgia
1109. White, R. L.....1929 Troy
From South Carolina
1110. Williston, F. D. (col.).....1927 Fayetteville
From Tennessee
1111. Wilson, C. A.....1922 Monroe
From Virginia
1112. Wilson, E. C.....1919 Burlington
From Virginia
1113. Woodward, C. T.....1925 Charlotte
From South Carolina

Y

1114. Yongue, J. D.....1927 Pickens, S. C.
From South Carolina

Registered Assistant Pharmacists

2. Browning, A. C.....1926 Greensboro
3. Heslip, F. W.....1923 Wilmington
4. Mason, Carlyle Wm. (col.)..1929 Wilmington
5. Hughes, M. A.....1926 Edenton
6. Johnson, W. S.....1929 Rocky Mount
7. McConnell, Miss Ethel.....1926 Newton
8. Musgrove, W. M.....1924 Catawba
9. Usher, J. T.....1926 Rocky Mount
12. Maus, F. B.....1928 Greensboro
13. Millaway, E. D.....1928 Liberty
14. Branch, B. C.....1928 Rocky Mount

List of Registered Practicing Physicians

LIVING IN TOWNS OF NOT MORE THAN 500 INHABITANTS, TO WHOM PERMITS TO CONDUCT DRUG STORES HAVE BEEN GRANTED.

1. Cook, L. H.
Rich Square, ...Northampton County
2. Thompson, H. P. P.
Highlands, ...Macon County
4. Martin, J. H.
Red Oak, ...Nash County
5. Lackey, F. H.
Fallston, ...Cleveland County
6. Mason, Manly
Newport, ...Carteret County
7. Garris, F. H.
Lewiston, ...Bertie County
8. Butt, V. R.
Bakersville, ...Mitchell County
9. McKay, J. P.
Buies Creek, ...Harnett County
10. Lovitt, W. D.
Newland, ...Avery County
11. Smith, A. J.
Black Creek, ...Wilson County
13. Shellum, O. W.
Denver, ...Lincoln County
14. Cox, B. T.
Winterville, ...Pitt County
15. Wood, J. W.
Boiling Springs, ...Cleveland County
17. Rogers, R. G.
Cerro Gordo, ...Columbus County
18. Hutchinson, S. S.
Bladenboro, ...Bladen County
19. Baker, W. E.
Arden, ...Buncombe County
21. Higgins, T. H.
Ronda, ...Wilkes County
22. Royal, D. M.
Salemburg, ...Sampson County
23. Flynt, S. S.
Rural Hall, ...Forsyth County
24. Salley, E. McQueen
Saluda, ...Polk County
25. May, M. J.
Hayesville, ...Clay County
26. Sossomon, J. C.
Midland, ...Cabarrus County
27. Reid, T. N.
Matthews, ...Mecklenburg County
28. Burt, B. W.
Holly Springs, ...Wake County

29. Gordon, J. R.
Jamestown, ... Guilford County
30. Stone, G. E.
Pikeville, ... Wayne County
31. Person, E. C.
Kings, ... Stokes County
32. Clark, DeW. D.
Clarkton, ... Bladen County
33. Weaver, W. J.
Leicester, ... Buncombe County
34. Lubchenko, N. E.
Harrisburg, ... Cabarrus County
35. Shaw, W. G.
Wagram, ... Scotland County
36. Peterson, C. A.
Spruce Pine, ... Mitchell County
37. Floyd, L. D.
Cerro Gordo, ... Columbus County
38. Vaughan, J. C.
Rich Square, ... Northampton County
39. Gooding, G. V.
Kenansville, ... Duplin County
40. Parker, J. W., Jr.
Seaboard, ... Northampton County
41. Watson, Leon
Broadway, ... Lee County
42. Smith, Paul
Pikeville, ... Wayne County
43. Page, B. W.
Trenton, ... Jones County
44. Hinnant, Wilford
Micro, ... Johnston County
46. Bell, J. C.
Mayesville, ... Jones County
48. Thompson, Joseph
Creedmoor, ... Granville County
50. Marshburn, C. B.
Stedman, ... Cumberland County
51. Helsebeck, C. J.
Walnut Cove, ... Stokes County
52. Elliott, G. D.
Fair Bluff, ... Columbus County
54. Melvin, W. C.
Linden, ... Cumberland County
55. Byrd, W. C.
Morrisville, ... Wake County
56. Lee, L. V.
Lattimore, ... Cleveland County
57. Bridger, D. H.
Bladenboro, ... Bladen County
58. Rosser, R. G.
Vass, ... Moore County
59. Coleman, J. I.
Hurdle Mills, ... Person County
61. Perry, A. H.
Wood, ... Franklin County
62. Purdy, J. J.
Oriental, ... Pamlico County
63. Pearson, H. O.
Pinetops, ... Edgecombe County
64. Sloop, E. H.
Newland, ... Avery County
65. Denton, A. L.
Castalia, ... Nash County
67. Chapin, W. B.
Moncure, ... Chatham County
68. Beard, G. C.
Atkinson, ... Pender County
69. Bennett, E. C.
Elizabethtown, ... Bladen County
70. Hickman, M. T.
Hudson, ... Caldwell County
71. Currie, D. S.
Parkton, ... Robeson County
72. Sumner, F. W.
Fletcher, ... Henderson County
73. Long, E. M.
Hamilton, ... Martin County
74. Beasley, E. B.
Fountain, ... Pitt County
75. Smith, C. E.
Bakersville, ... Mitchell County
77. Brantley, C. H.
Bailey, ... Nash County
78. Wilkes, M. B.
Laurel Hill, ... Scotland County
80. Goley, W. R.
Shallotte, ... Brunswick County
81. Caddell, G. C.
Hoffman, ... Richmond County
82. McMillan, J. M.
Candor, ... Montgomery County
85. Bryce, J. M.
Polkton, ... Anson County
86. Duquid, J. A.
Vanceboro, ... Craven County
87. Bonner, J. B.
Aurora, ... Beaufort County
88. Johnson, B. C.
Bunn, ... Franklin County
90. Brown, C. E.
Faith, ... Rowan County
92. Wilkerson, J. B.
Rosman, ... Transylvania County
93. Wyatt, J. L.
Lilesville, ... Anson County
94. Bradshaw, T. G.
Sims, ... Wilson County
95. Barker, Y. M.
Macclesfield, ... Edgecombe County
96. Floyd, L. D.
Fair Bluff, ... Columbus County
99. Long, F. Y.
Catawba, ... Catawba County

List of Drug Stores

Revised June 1st, 1930

Aberdeen — *Moore County*
1. Fox Drug Company
2. Bryan Drug Company, Inc.

Ahoskie — *Hertford County*
3. Copeland Drug Company

Albemarle — *Stanly County*
4. Hall's Pharmacy
5. Loftin's Drug Store
6. Snuggs Drug Company
7. Hamer-Horan Drug Company, Inc.
8. A. W. Moose Co.

Andrews — *Cherokee County*
9. Davis' Pharmacy

Angier — *Harnett County*
10. Young Brothers Drug Company

Apex — *Wake County*
11. A. V. Baucom Pharmacy
12. H. O. Holland, Druggist

Arden — *Buncombe County*
13. Arden Drug Store

Asheboro — *Randolph County*
14. Asheboro Drug Company
15. Reaves Pharmacy
16. Standard Drug Company

Asheville — *Buncombe County*
17. Aiken and Hester
18. Asheville Pharmacy and Laboratory Co.
19. Charlotte Street Pharmacy, Inc.
20. Claverie's Pharmacy
21. Davis Drug Store
22. Eckerd's of Asheville, N. C., Inc.
23. Finley's Depot Drug Store
24. Goode's Drug Store
25. Arcade Pharmacy
26. Fater's, Inc.
27. Grove Park Pharmacy
28. Haywood Street Pharmacy
29. Johnson Drug Company
30. Liggett's Drug Store, No. 762
31. McMinn Drug Store
32. Merrimon Avenue Pharmacy
33. Mooneyham's Drug Store
34. Mullen's Pharmacy
35. Scrugg's Drug Store, No. 1
36. Scruggs Drug Store, No. 2
37. Louis K. Liggett Co. Store, No. 769
38. Y. M. I. Drug Store (col.)
39. Norwood Park Pharmacy, Inc.
40. Smith's Drug Store
41. Smith & Gore Pharmacy, Inc.
42. Wilkins Drug Store
43. Union Drug Store (col.)

Avondale — *Rutherford County*
44. Mooneyham Drug Company

Atkinson — *Pender County*
45. Atkinson Drug Company

Aulander — *Bertie County*
46. Aulander Pharmacy, Inc.

Aurora — *Beaufort County*
47. Windley Drug Store

Autryville — *Sampson County*
48. T. C. Bullock

Ayden — *Pitt County*
49. Edwards Pharmacy
50. M. M. Sauls

Badin — *Stanly County*
51. Badin Drug Company, Inc.
52. Sapp Drug Company

Bailey — *Nash County*
53. Boykin Drug Company, Inc.

Bakersville — *Mitchell County*
54. Butt Drug Store
55. City Drug Company

Balfour — *Henderson County*
56. Wilson Drug Company, No. 2

Beaufort — *Carteret County*
57. F. R. Bell, Druggist
58. George Davis, M.D., Pharmacist
59. Joseph House, Druggist

Belhaven — *Beaufort County*
60. T. R. Gibbs Pharmacy

Belmont — *Gaston County*
61. Belmont Drug Company
62. Cox Drug Company
63. East Belmont Drug Store
64. Stowe Drug Company

Benson — *Johnston County*
65. Benson Drug Company, Inc.
66. Peacock Drug Company
67. Sherrill Drug Company

Bessemer City — *Gaston County*
68. Central Drug Store
69. Horsley Drug Company, Inc.

Bethel — *Pitt County*
70. H. L. Rives Drug Company
71. Matinee Drug Company

Biltmore — *Buncombe County*
72. Aiken's Pharmacy
73. John R. Avera, Druggist
74. Biltmore Drug Store

Black Creek — *Wilson County*
75. Rice Drug Company

Black Mountain — *Buncombe County*
76. Black Mountain Drug Company, Inc.
77. Dinwiddie's Drug Store
78. Jumper's Pharmacy

Bladenboro — *Bladen County*
79. Bridger Drug Store
80. Hutchinson's Pharmacy, Inc.

Boiling Springs — *Cleveland County*
81. Dr. J. W. Wood

Bonlee — *Chatham County*
82. Bonlee Pharmacy

Boone — *Watauga County*
83. Boone Drug Company
84. Hodges Drug Company

Brevard — *Transylvania County*
85. Brevard Pharmacy
86. Davis-Long Drug Company
87. S. M. Macfie Drug Company

Broadway — *Lee County*
88. Broadway Drug Company

Bryson City — *Swain County*
89. Bryson City Drug Company
90. Sisk Drug Store

Buie's Creek — *Harnett County*
91. Wiggins Drug Store

Bunn — *Franklin County*
92. Bunn Drug Company

Burgaw — *Pender County*
93. Dees Drug Store

Burlington — *Alamance County*
94. Acme Drug Company, Inc.

95. Burlington Drug Company, Inc.
96. City Drug Company
97. Davis St. Pharmacy, Inc.
98. East End Drug Store
99. Freeman Drug Company
100. Heritage-Wilson Drug Company
101. E. S. White Pharmacy
102. Wooten Drug Company, Inc. (col.)

Burnsville — *Yancey County*
103. Robertson Brothers, Druggists

Cameron — *Moore County*
104. Cameron Drug Store

Candor — *Montgomery County*
105. Candor Drug Company

Canton — *Haywood County*
106. Canton Drug Store
107. Martin's Drug Store
108. Davis Pharmacy

Carrboro — *Orange County*
109. E. S. Merritt

Carthage — *Moore County*
110. Shield's Drug Company

Cary — *Wake County*
111. Adams Drug Company

Castalia — *Nash County*
112. Castalia Drug Company

Catawba — *Catawba County*
113. Catawba Drug Company

Cerro Gordo — *Columbus County*
114. Cerro Gordo Drug Store

Chadbourn — *Columbus County*
115. Chadbourn Drug Company, Inc.
116. John E. Koonce Drug Company

Chapel Hill — *Orange County*
117. Eubanks Drug Company
118. Sutton and Alderman
119. Pritchard-Lloyd, Inc.

Charlotte — *Mecklenburg County*
120. Belmont Pharmacy
121. Blair Bros. and Company
122. Carolina Cut Rate Drug Store, Inc.
123. Carolina Pharmacy
124. Charlotte Drug Company
125. Eckerd's of Charlotte, N. C., Inc.
126. Five Points Drug Company
127. Hoskin's Drug Company
128. Independence Drug Store
129. Johnson Drug Company
130. Louis K. Liggett Company
131. Myers Park Pharmacy
132. People's Drug Store
133. Perry Drug Store
134. Plaza Drug Company
135. Reese-Stowe Company
136. E. F. Rimmer Drug Company
137. Sheppard Drug Company, Inc.
138. Sterling Drug Company
139. Stonewall Pharmacy
140. James P. Stowe and Company
141. Taylor and Summey Drug Company
142. Tingen-Summey Drug Company
143. Tryon Drug Company, Inc.
144. Tryon Drug Company, No. 2
145. T. A. Walker, Druggist
146. Yates Pharmacy
147. Yancey's Drug Store (col.)
148. Bradsher and Bradsher, Inc., No. 1
149. Bradsher and Bradsher, Inc., No. 2
150. Spoon's Pharmacy
151. Derrick Pharmacy
152. John Young, Druggist
153. Lyon's Pharmacy
154. Park Place Pharmacy, Inc.
155. Rex Drug Store

Cherryville — *Gaston County*
156. Allen Drug Company
157. Beam Drug Company

China Grove — *Rowan County*
158. Phillips Drug Company
159. Sloop Drug Company

Clarkton — *Bladen County*
160. G. L. and E. S. Clark

Clayton — *Johnston County*
161. Beddingfield Brothers
162. Clayton Pharmacy

Cliffside — *Rutherford County*
163. Cliffside Mills Drug Store

Clinton — *Sampson County*
164. Butler's Pharmacy
165. Sanders Drug Company
166. Moseley-Chestnutt

Clyde — *Haywood County*
167. Clyde Pharmacy

Coats — *Harnett County*
168. Wiggins Drug Company

Columbia — *Tyrrell County*
169. Columbia Drug Company
170. Community Drug Store

Columbus — *Polk County*
171. D. D. Pattie

Concord — *Cabarrus County*
172. Cabarrus Drug Company
173. Cline's Pharmacy
174. Gibson's, Inc.
175. Pearl Drug Company, Inc.
176. Porter Drug Company

Conover — *Catawba County*
177. Conover Drug Company

Cooleemee — *Davie County*
178. Cooleemee Drug Company

Cornelius — *Mecklenburg County*
179. Guion Drug Company

Cramerton — *Gaston County*
180. Cramerton Drug Company

Creedmoor — *Granville County*
181. Creedmoor Drug Company

Cleveland — *Rowan County*
182. Cleveland Drug Company

Dallas — *Gaston County*
183. P. D. Summey

Davidson — *Mecklenburg County*
184. White Drug Company

Denver — *Lincoln County*
185. Denver Drug Company

Dobson — *Surry County*
186. W. M. Stone Drug Company

Draper — *Rockingham County*
187. Draper Pharmacy

Dunn — *Harnett County*
188. Fitchett Drug Company
189. Hood and Grantham
190. Paul C. Hood & Company
191. Warren Drug Company
192. Wilson & Lee

Durham — *Durham County*
193. R. Blacknall and Son
194. Bull City Drug Store (col.)
195. Coleman's Drug Store
196. Eckerd's of Durham, N. C., Inc.
197. Five Points Drug Company
198. Hardee's Pharmacists
199. Hayti Drug Store (col.)
200. Haywood and Boone
201. John L. Howerton, Druggists
202. C. E. King and Sons
203. Mack's Drug Store
204. McKay's Pharmacy
205. Montague's Pharmacy
206. North Durham Drug Store
207. Owl Pharmacy
208. Paragon Pharmacy
209. Rogers' Drug Company
210. Biltmore Drug Store, Inc. (col.)
211. University Pharmacy, Inc.
212. West Side Pharmacy
213. Whelan Drug Company, Inc.
214. C. H. King Drug Company, Inc.
215. McKay Drug Corporation

East Durham — *Durham County*
216. Boone Drug Co.
217. Crabtree Pharmacy

East Flat Rock — *Henderson County*
218. Walton's Pharmacy

East Spencer — *Rowan County*
219. Piedmont Drug Company

Edenton — *Chowan County*
220. Mitchener's Pharmacy
221. Leggett and Davis, Inc.

Elizabeth City — *Pasquotank County*
222. Albemarle Pharmacy
223. Apothecary Shop
224. Overman and Stevenson
225. Sedberry's Drug Store
226. Artice's Pharmacy (col.)

Elizabethtown — *Bladen County*
227. Hutchinson Drug Store, Inc.
228. N. McK. Bryan Drug Store

Elkin — *Surry County*
229. Abernethy's Pharmacy
230. Turner Drug Company
231. Choate and Browne Pharmacy

Ellerbe — *Richmond County*
232. Warner Drug Company

Elm City — *Wilson County*
233. Elm City Pharmacy
234. Winstead Drug Company

Elon College — *Alamance County*
235. J. S. White Drug Company

Enfield — *Halifax County*
236. W. E. Beavens
237. Harrison Drug Company
238. Whitaker's Drug Company

Erwin — *Harnett County*
239. E. R. Thomas Drug Company

Fair Bluff — *Columbus County*
240. Floyd-Anderson Drug Company, Inc.
241. Rogers Drug Store

Fairmont — *Robeson County*
242. Fairmont Drug Company
243. Robeson Drug Company

Faison — *Duplin County*
244. Morton Drug Store

Faith — *Rowan County*
245. H. A. Fesperman Co.

Farmville — *Pitt County*
246. Farmville Drug Company
247. Wheeless Drug Company, Inc.

Fayetteville — *Cumberland County*
248. Arrow Drug Company
249. J. S. Hall Drug Company
250. Hart's Pharmacy
251. Haymount Drug Store
252. H. R. Horne and Sons
253. Mackethan and Company, Druggists
254. Massey Hill Drug Company
255. Mathews Pharmacy
256. Perry's Drug Store (col.)
257. Souder's Pharmacy
258. Williston Drug Store (col.)

Fallston — *Cleveland County*
259. Lackey Drug Company

Fletcher — *Henderson County*
260. Ideal Pharmacy

Forest City — *Rutherford County*
261. People's Drug Store
262. Hall-Rudisill Drug Company

Fountain — *Pitt County*
263. Fountain Drug Company

Four Oaks — *Johnston County*
264. Four Oaks Drug Company

Franklin — *Macon County*
265. Angel Drug Store
266. Perry's Drug Store

Franklinton — *Franklin County*
267. L. W. Henderson's Pharmacy
268. T. C. Joyner, Druggist

Fremont — *Wayne County*
269. Whitley Drug Company

Fuquay Springs — *Wake County*
270. Elliott's Pharmacy

Garland — *Sampson County*
271. L. A. Warren, Druggist

Garner — *Wake County*
272. Davenport Drug Company

Gastonia — *Gaston County*
273. J. L. Adams Drug Store
274. East Gastonia Pharmacy
275. Franklin Drug Store
276. Gaston Drug Company, Inc.
277. Kennedy Drug Company
278. Loray Drug Store
279. McKay and Willis
280. Caldwell's Drug Store
281. Patillo's Drug Store, Inc.
282. People's Drug Store
283. Union Pharmacy (col.)
284. Lytle Drug Company (col.)
285. Victory Drug Store
286. Durham Pharmacy

Gibson — *Scotland County*
287. Gibson's Drug Company

Gibsonville — *Guilford County*
288. Gibsonville Drug Company

Goldsboro — *Wayne County*
289. Andrews Drug Company
290. Brown's Drug Store
291. Goldsboro Drug Company
292. Hicks and Hawley's Drug Store
293. M. E. Robinson and Bro.
294. Andrews Cash Drug Company
295. Palace Drug Store
296. Vinson Drug Store
297. Jones Drug Store (col.)

Graham — *Alamance County*
298. Graham Drug Company
299. Wrike Drug Company

Greensboro — *Guilford County*
300. Asheboro Street Pharmacy
301. Best Drug Store
302. College Pharmacy
303. Davis Street Drug Company
304. O'Henry Drug Store, No. 4
305. Fordham's Drug Store
306. Fordham-McDuffie Drug Company
307. Glenwood Drug Company, Inc.
308. Green Street Drug Company
309. Grissom Drug Company
310. Herndon's Pharmacy
311. King Cotton Drug Store
312. Liggett's Drug Store, No. 745
313. McNeely's Drug Store
314. O'Henry Drug Store, No. 1
315. O'Henry Drug Store. No. 2
316. O'Henry Drug Store, No. 3
317. People's Drug Store (col.)
318. Revolution Pharmacy
319. Stratford-Weatherly Drug Company
320. White Oak Drug Company
321. Whelan Drug Company, Inc.
322. Carolina Pharmacy
323. Weaver-Sykes Drug Co.
324. East Side Pharmacy (col.)
325. Greensboro Drug Co.
326. O'Henry Drug Store, No. 5
327. Wilson's Pharmacy
328. Sunset Pharmacy, Inc.

Greenville — *Pitt County*
329. Eldridge's Drug Store
330. Greenville Drug Company
331. Hill-Horne Drug Company
332. Charles O'H. Horne
333. Pitt Drug Company
334. B. S. Warren, Druggist

Grover — *Cleveland County*
335. People's Drug Company

Gulf — *Chatham County*
336. Palmer's Drug Store

Halifax — *Halifax County*
337. Vinson's Pharmacy

Hamilton — *Martin County*
338. E. M. Long Drug Store

Hamlet — *Richmond County*
339. Mabry's Drug Store
340. Mitchell Drug Store
341. C. & W. Pharmacy

Harrisburg — *Cabarrus County*
342. Dr. N. E. Lubchenko

Haw River — *Alamance County*
343. Haw River Drug Company
344. Purity Drug Company, Inc

Haysville — *Clay County*
345. Pass Drug Co.

Hazelwood
346. McKay's Pharmacy

Hemp — *Moore County*
347. McCrimmon Drug Company

Henderson — *Vance County*
348. Dorsey's Drug Store
349. Kerner Drug Company
350. Miles Pharmacy
351. Opera Drug Store (Woolards)
352. Page-Hocutt Drug Company
353. Thompson-Culpepper Drug Company
354. R. E. Wimberley (col.)
355. W. W. Parker, Druggist
356. Southside Drug Company
357. People's Drug Store
358. Wiggins Cut Rate Drug Store

Hendersonville — *Henderson County*
359. Hunter Pharmacy, Inc.
360. Jackson Pharmacy, Inc.
361. Justus Pharmacy
362. Rose Pharmacy
363. Wilson Drug Company, No. 1
364. Scruggs Drug Store, No. 5

Henrietta — *Rutherford County*
365. Henrietta Mills Store, No. 1

Hertford — *Perquimans County*
366. Anderson Drug Store

Hickory — *Catawba County*
367. Highland Drug Store
368. R. A. Grimes Company
369. Hickory Drug Company
370. Lutz Drug Company

371. Shook Drug Company
372. Wolfe Drug Company

High Point — *Guilford County*
373. Arthur's Pharmacy
374. Cecil's Drug Store, Inc.
375. Eckerd's Cut Rate Medicine Company
376. Greene Drug Company
377. Hart Drug Company, Inc.
378. Hoffman's Drug Company
379. Ingram's Pharmacy
380. Joiner's Drug Store
381. Mann Drug Company, No. 1
382. Mann Drug Company, No. 2
383. Matton Drug Company
384. Ring Drug Company
385. C. A. Ring and Sons
386. Washington Street Pharmacy (col.)
387. Economy Drug Store, Inc.
388. Cecil-Simpson Drug Co.

Hillsboro — *Orange County*
389. W. A. Hayes Drug Store
390. Hillsboro Drug Company
391. People's Drug Company

Hoffman — *Richmond County*
392. Hoffman Drug Company

Holly Springs — *Wake County*
393. Model Pharmacy

Hudson — *Caldwell County*
394. Hickman Drug Co.

Huntersville — *Mecklenburg County*
395. Griffin Drug Company

Hurdle Mills — *Person County*
396. Dr. J. I. Coleman

Jackson — *Northampton County*
397. Jackson Drug Company

Jamestown — *Guilford County*
398. Speedway Drug Store

Jonesboro — *Lee County*
399. Lee Drug Store

Kannapolis — *Cabarrus County*
400. Kannapolis Drug Company
401. F. L. Smith Drug Company
402. Center View Pharmacy, Inc.

Kenansville — *Duplin County*
403. Kenansville Drug Co.

Kenly — *Johnston County*
404. R. T. Fulghum

Kernersville — *Forsyth County*
405. Pinnix Drug Store

King — *Stokes County*
406. King Drug Company
407. Dr. E. M. Griffin

King's Mountain — *Cleveland County*
408. Griffin Drug Company
409. Summers Drug Company

Kinston — *Lenoir County*
410. Creech Drug Company
411. Dunn's Drug Store
412. J. E. Hood and Company
413. Lenoir Drug Company
414. E. B. Marston Drug Company
415. Temple Drug Company
416. Kinston Pharmacy
417. Stroud Drug Company

Knightdale — *Wake County*
418. Knightdale Pharmacy

LaGrange — *Lenoir County*
419. Adams Drug Company

Landis — *Rowan County*
420. Linn-Edwards Drug Company

Lattimore — *Cleveland County*
421. Brilee Drug Company

Laurel Hill — *Scotland County*
422. Calhoun Drug Company

Laurinburg — *Scotland County*
423. Blue's Drug Store
424. Everington Drug Store
425. J. T. Fields, Jr.
426. Laurinburg Drug Store
427. Campbell's Pharmacy (col.)

Leaksville — *Rockingham County*
428. Carolina Drug Company
429. Chandler Drug Company
430. Leaksville Drug Company

Lenoir — *Caldwell County*
431. Ballew's Cash Pharmacy
432. Crawford's Drug Store
433. Marley's Drug Store
434. Tate's Drug Store

Lewiston — *Bertie County*
435. Humphrey's Pharmacy

Lexington — *Davidson County*
436. City Drug Company, Inc.
437. Lexington Drug Company
438. People's Drug Store, Inc.

Liberty — *Randolph County*
439. Liberty Drug Store
440. New Drug Store, Inc.

Lilesville — *Anson County*
441. Union Drug Company

Lillington — *Harnett County*
442. Tugwell's Pharmacy

Lincolnton — *Lincoln County*
443. Childs-Wolfe Drug Company, Inc.
444. Lawing and Costner
445. Lincolnton Drug Company

Linden — *Cumberland County*
446. W. C. Melvin, M.D.

Littleton — *Halifax County*
447. Browning's Drug Store
448. Harrison's Drug Store
449. E. B. Perry

Louisburg — *Franklin County*
450. S. P. Boddie, Druggist
451. F. R. Pleasants' Druggist
452. Scoggins Drug Store

Lowell — *Gaston County*
453. Lowell Drug Company

Lucama — *Wilson County*
454. Cash Drug Store

Lumberton — *Robeson County*
455. Hedgepeth's Pharmacy, Inc.
456. Johnson's Drug Store
457. Lumberton Drug Company
458. J. D. McMillan and Son

Macclesfield — *Edgecombe County*
459. Webb Drug Company

Madison — *Rockingham County*
460. R. A. Ellington Drug Company, Inc.
461. Piedmont Drug Company, Inc.

Maiden — *Catawba County*
462. Campbell's Drug Store

Marion — *McDowell County*
463. Kirby Drug Company, Inc.
464. Rexall Drug Store
465. Streetman Drug Company
466. Tainter's

Marshall — *Madison County*
467. Marshall Pharmacy
468. Moore's Pharmacy

Mars Hill — *Madison County*
469. Dr. I. E. Burnett's Drug Store
470. College Pharmacy

Marshville — *Union County*
471. Guion's Drug Store
472. Union Drug Company

Mathews — *Mecklenburg County*
473. Mathews Drug Company

Maxton — *Robeson County*
474. Austin Drug Company, Inc.
475. Hutchinson's Drug Store

Maysville — *Jones County*
476. Cash Drug Store

Mebane — *Alamance County*
477. Mebane Drug Company
478. Pickard Drug and Seed Store

Micro — *Johnston County*
479. Pearce Drug Company

Middlesex — *Nash County*
480. Middlesex Drug Company, Inc.

Midland — *Cabarrus County*
481. Midland Pharmacy

Milton — *Caswell County*
482. Lewis Walker, Druggist

Mocksville — *Davie County*
483. Le Grand's Pharmacy

Moncure — *Chatham County*
484. Moncure Drug Company

Monroe — *Union County*
485. Gamble Drug Company
486. Horton-Jones Drug Company, Inc.
487. Secrest Drug Company
488. Phifer's Pharmacy
489. Wilson Drug Company

Mooresville — *Iredell County*
490. George C. Goodman and Company
491. Miller Drug Company, Inc.
492. Mooresville Drug Company
493. White-Stonestreet Pharmacy

Morehead City — *Carteret County*
494. Walter Hufham, Druggist
495. Morehead City Drug Company

Morganton — *Burke County*
496. Burke Drug Company
497. Davis Drug Company
498. Kibler Drug Company

Morrisville — *Wake County*
499. Morrisville Drug Store

Morven — *Anson County*
500. Morven Drug Company, Inc.

Mount Airy — *Surry County*
501. Ackerman's Drug Store
502. Hollingsworth Drug Company, Store No. 1
503. Mt. Airy Drug Company, Inc.
504. Hollingsworth Drug Company, Store No. 2
505. Turnmire and Lamm
506. W. S. Wolfe Drug Company

Mt. Gilead — *Montgomery County*
507. Cochrane-Ridenhour Drug Company

Mt. Holly — *Gaston County*
508. Holland Drug Company
509. Summey Drug Company

Mount Olive — *Wayne County*
510. Aaron's Pharmacy, Inc.
511. Mount Olive Drug Store
512. Williams Drug Company, Inc.

Mount Pleasant — *Cabarrus County*
513. A. W. Moose Company

Murphy — *Cherokee County*
514. R. S. Parker
515. Mauney Drug Co.

Nashville — *Nash County*
516. People's Drug Company, Inc.
517. Ward Drug Company

Newland — *Avery County*
518. Bear Trail Drug Store

New Bern — *Craven County*
519. Joe Anderson's Drug Store
520. Davie Phramacy
521. Duffy's Drug Store
522. Five Points Drug Store (col.)
523. Pinnix Drug Store
524. Wood Drug Company
525. Alston's Drug Store (col.)
526. Gaskin's Soda Shop

Newport — *Carteret County*
527. Edward's Drug Company

Newton — *Catawba County*
528. H. & M. Drug Company
529. Central Drug Company
530. North Newton Drug Store

Norlina — *Warren County*
531. Walker Drug Company, Inc.

North Charlotte — *Mecklenburg County*
532. Gamble Drug Company
533. Hand's Pharmacy

North Wilkesboro — *Wilkes County*
534. North Wilkesboro Drug Company

535. Wilkes Drug Company, Inc.
536. R. M. Brame and Sons
537. Horton Drug Co.

Norwood — *Stanly County*
538. Phillips Drug Company

Oakboro — *Stanly County*
539. Oakboro Drug Company
540. Barger Drug Store

Old Fort — *McDowell County*
541. Bradley Drug Company
542. Old Fort Drug Company

Oxford — *Granville County*
543. J. G. Hall
544. Herring & Etheridge, Druggists
545. Lyon's Drug Company

Peachland — *Anson County*
546. Peachland Drug Company

Penrose — *Transylvania County*
547. Penrose Drug Store

Pikesville — *Wayne County*
548. Register's Drug Store

Pilot Mountain — *Surry County*
549. Hollingsworth Drug Company, No. 3
550. Trotter's Drug Store

Pinehurst — *Moore County*
551. Carolina Pharmacy, Inc.
552. Pinehurst Pharmacy

Pinetops — *Edgecombe County*
553. Service Drug Store

Pineville — *Mecklenburg County*
554. Pineville Drug Company

Parkton — *Robeson County*
555. Gram Drug Company

Pittsboro — *Chatham County*
556. G. R. Pilkington Druggist
557. Pittsboro Drug Company

Plymouth — *Washington Countyy*
558. E. G. Arps
559. O. Henry Drug Store
560. Rexall Drug Store

Polkton — *Anson County*
561. Polkton Drug Company

Princeton — *Johnston County*
562. Peele Drug Store

Raeford — *Hoke County*
563. Hoke Drug Company
564. Raeford Drug Company

Raleigh — *Wake County*
565. Boon-Iseley Drug Company
566. J. C. Brantley, Druggist
567. Capitol Drug Store
568. College Court Pharmacy
569. Eckerd's Cut Rate Medicine Company.
570. Edwards Drug Company
571. C. H. Fleming Drug Company
572. Galloway Drug Store
573. Galloway's Professional Pharmacy
574. Phillip D. Gattis, Druggist
575. Glenwood Pharmacy
576. Hamlin Drug Company, Inc. (col.)
577. Love Drug Store (col.)
578. Mallette Drug Company, Inc. (col.)
579. Martin Street Pharmacy
580. Parker, Inc.
581. Person Street Pharmacy
582. Saunders Street Pharmacy
583. Sir Walter Drug Store, No. 1
584. Sir Walter Drug Store, No. 2
585. Walton's Pharmacy
586. Wake Drug Store
587. R. I. Williams
588. Wiggins Drug Store
589. Wiggins and Langdon
590. Wilmont Drug Store
591. Dizor's Pharmacy
592. Langdon's Pharmacy

Ramseur — *Randolph County*
593. Ramseur Pharmacy, Inc.

Randleman — *Randolph County*
594. Randleman Drug Company

Red Springs — *Robeson County*
595. Red Springs Drug Company
596. Townsend's Pharmacy

Reidsville — *Rockingham County*
597. Ellington Drug Company
598. Fetzer's Drug Store
599. Gardner Drug Store
600. R. H. Tucker Druggist
601. Kappa Pharmacy (col.)

Rich Square — *Northampton County*
602. Rich Square Drug Company
603. Cooke Drug Store

Roanoke Rapids — *Halifax County*
604. Roanoke Pharmacy Company, Inc.
605. Taylor-Mathews Company, Inc.

Robersonville — *Martin County*
606. David Grimes Drug Company
607. Fulmers, Inc.

Rockingham — *Richmond County*
608. Fowlkes Pharmacy
609. L. G. Fox Drug Company
610. R. P. Lyon Drug Company
611. Bristow Drug Company

Rockwell — *Rowan County*
612. Rockwell Drug Company

Rocky Mount — *Edgecombe County*
613. Burnett Drug Company (col.)
614. Douglas-Armstrong Drug Company (col.)
615. H. L. Hicks Drug Company
616. Kyser Drug Company, Inc.
617. T. C. McCall Drug Company
618. May and Gorham
619. I. W. Rose Drug Company, Inc.
620. Standard Drug Company, Inc.
621. Wiggins Drug Store

Roseboro — *Sampson County*
622. Melvin Brothers
623. D. W. Tart

Rose Hill — *Duplin County*
624. Miller's Drug Store

Rosemary — *Halifax County*
625. Rosemary Drug Company
626. Taylor's Drug Store

Rosman — *Transylvania County*
627. Rosman Drug Company

Rowland — *Robeson County*
628. Barker's Pharmacy
629. Rowland Drug Company

Roxboro — *Person County*
630. Davis Drug Company
631. Clayton Drug Company
632. Hambrick, Austin and Thomas
633. Miles Pharmacy

Rural Hall — *Forsyth County*
634. Rural Hall Drug Company, Inc.

Rutherfordton — *Rutherford County*
635. The Robinson Company, Inc.
636. Thompson-Watkins Company

Ranlo Station
637. Ranlo Drug Store

Red Oak
638. Dr. J. H. Martin

Robbinsville — *Clay County*
639. Davis Drug Company

Salemburg — *Sampson County*
640. Butler Drug Company

Salisbury — *Rowan County*
641. Carter & Trotter, Inc.
642. Empire Drug Company, Inc.
643. Innes Street Drug Company
644. Main Drug Company, Inc.
645. Peeler Drug Company
646. People's Drug Store
647. Purcell Drug Company
648. Tom's Drug Store, Inc.
649. Yadkin Pharmacy
650. Eureka Drug Company (col.)

Saluda — *Polk County*
651. Saluda Pharmacy

Sanford — *Lee County*
652. Acme Drug Company
653. Crabtree Drug Company
654. Lee Drug Company
655. Dr. I. H. Lutterloh
656. Phillip Boykin Drug Company, Inc.
657. Thomas Drug Store

Scotland Neck — *Halifax County*
658. North End Drug Store
659. J. D. Hall
660. E. T. Whitehead Company, Inc.

Seaboard — *Northampton County*
661. Seaboard Drug Company

Selma — *Johnston County*
662. E. V. Woodard, Druggist
663. Selma Drug Company

Shallotte — *Brunswick County*
664. Shallotte Drug Company

Shelby — *Cleveland County*
665. Cleveland Drug Company
666. Quinn's Drug Store, No. 1
667. Julius A. Suttle
668. Paul Webb and Son
669. Stephenson Drug Company
670. Quinn's Drug Store, No. 2

Siler City — *Chatham County*
671. Siler City Drug Company, Inc.
672. Wiggins and Nye

Sims — *Wilson County*
673. Nichols Drug Company

Smithfield — *Johnston County*
674. Creech's, Inc.
675. Hood Brothers

South Gastonia — *Gaston County*
676. Pinkney Drug Store

Southern Pines — *Moore County*
677. Broad Street Pharmacy
678. Thrower's Pharmacy

Southport — *Brunswick County*
679. Leggett's Drug Store
680. Watson's Pharmacy Company

Sparta — *Alleghany County*
681. B. and T. Drug Company

Spencer — *Rowan County*
682. H. M. Cooke Pharmacy
683. Rowan Drug Company

Spindale — *Rutherford County*
684. Spindale Drug Company

Spray — *Rockingham County*
685. Joyce Drug Company
686. Spray Drug and Chemical Company

Spring Hope — *Nash County*
687. Hale's Pharmacy
688. South Side Pharmacy

Stanley — *Gaston County*
689. Centre Pharmacy, Inc.

Spruce Pine — *Mitchell County*
690. Spruce Pine Pharmacy
691. Day's Drug Store

Stantonsburg — *Wilson County*
692. Stantonsburg Drug Company

Star — *Montgomery County*
693. Wallace Drug Store

Statesville — *Iredell County*
694. Polk Gray Drug Company
695. Logan Stimson and Son
696. Rhyne's Drug Store
697. Statesville Drug Company, Inc., No. 1
698. Purcell Drug Company
699. Boulevard Drug Store

Stedman — *Cumberland County*
700. Marshburn Drug Company

Stoney Point — *Alexander County*
701. Sloan Drug Company

Stovall — *Granville County*
702. R. T. Gregory

St. Pauls — *Robeson County*
703. Granthan Drug Company
704. Wiggins Drug Store

Stem — *Granville County*
705. W. A. Brinkley Drug Company

Swannanoa — *Buncombe County*
706. Swannanoa Drug Company, Inc.
707. Ward's Pharmacy

Swansboro — *Onslow County*
708. Hargett's Pharmacy

Sylva — *Jackson County*
709. Buchanan Pharmacy
710. Hooper Drug Store
711. Sylva Pharmacy

Tabor — *Columbus County*
712. Harrelson Pharmacy

Tarboro — *Edgecombe County*
713. Bryan's Pharmacy
714. R. E. L. Cook
715. Edgecombe Drug Company
716. Garrett's Drug Store (col.)
717. The Lane Pharmacy
718. E. V. Zoeller and Company

Taylorsville — *Alexander County*
719. Munday's Drug Store
720. People's Drug Store

Thomasville — *Davidson County*
721. Harville Drug Company
722. Charles R. Thomas, Druggist
723. Thomasville Drug Company

Trenton — *Jones County*
724. Trenton Drug Company

Troutman — *Iredell County*
725. E. and M. Drug Company

Troy — *Montgomery County*
726. Troy Drug Company
727. Efird-Morris Drug Company

Tryon — *Polk County*
728. Missildine Pharmacy
729. Tryon Drug Company

Valdese — *Burke County*
730. People's Drug Store

Vanceboro — *Craven County*
731. Ivey Guthrie Drug Store

Varina — *Wake County*
732. Thomas' Drug Store

Vass — *Moore County*
733. Wiggins Drug Store

Wadesboro — *Anson County*
734. Fox and Lyon
735. Parsons Drug Company, Inc.

Wagram — *Scotland County*
736. Shaw and McLean

Wake Forest — *Wake County*
737. T. E. Holding and Company, Inc.
738. Wiggins Drug Store

Wallace — *Duplin County*
739. Dees Pharmacy

Waltonsburg — *Greene County*
740. Jenkins Drug Store

Warrenton — *Warren County*
741. Boyce Drug Company
742. Hunter Drug Company, Inc.

Warsaw — *Duplin County*
743. Warsaw Drug Company

Washington — *Beaufort County*
744. S. H. Reid, Prescription Druggist
745. Hood's Drug Company
746. Worthy and Etheridge

Waxhaw — *Union County*
747. Waxhaw Drug Company, Inc.
748. Community Drug Store

Waynesville — *Haywood County*
749. Alexander's Drug Store
750. Waynesville Pharmacy

Weaverville — *Buncombe County*
751. Weaverville Drug Company

Weldon — *Halifax County*
752. Harrison's Drug Store
753. Terminal Drug Store (col.)
754. Weldon Drug Company

Wendell — *Wake County*
755. W. R. Nowell Drug Store
756. Wendell Drug Company

West Asheville — *Buncombe County*
757. Bilbro's Drug Store
758. Bryan's Pharmacy
759. Craven Drug Store
760. Foster's Drug Store
761. Shieder and Brookshire
762. West Asheville Pharmacy

West Durham — *Durham County*
763. Brewer's Drug Store
764. Callahan's Drug Store
765. Hillsboro Road Drug Company
766. McDonald Drug Store

West Jefferson — *Ashe County*
767. Ray Drug Company

Whitakers — *Edgecombe County*
768. Burnett's Drug Store

Whiteville — *Columbus County*
769. McNeill's Drug Store
770. Wiggins Drug Store
771. Guiton's Drug Store

Williamston — *Martin County*
772. S. R. Briggs Drug Company
773. Clark's Drug Store
774. Baily-Sessoms Drug Co.

Wilmington — *New Hanover County*
775. Brooklyn Drug Company
776. J. Hicks Bunting Drug Company
777. Futrelle's Pharmacy
778. Green's Drug Store
779. Hall's Drug Store
780. Hanover Drug Company
781. Hardin's Pharmacy
782. Ideal Pharmacy (col.)
783. Jarman's Pharmacy
784. Koonce Drug Company
785. Niestlie Medicine Company, Inc.
786. Payne Drug Company, Inc.
787. Saunders Drug Company
788. Service Drug Company
789. Southside Drug Company
790. Spear's Drug Company, No. 1
791. Spear's Drug Store, No. 2

792. Standard Pharmacy
793. Pinehurst Pharmacy
794. City Drug Store
795. People's Drug Store

Wilson — *Wilson County*

796. Barnhill's Drug Store
797. Herring's Drug Store
798. Ideal Pharmacy (col.)
799. Matthews Drug Store
800. Miller's
801. Roy Moore's Drug Store, Inc., No. 1
802. Shade's Pharmacy (col.)
803. Roy Moore's Drug Store, Inc., No. 2
804. Turlington and Morrison
805. Wilson Drug Company, Inc.
806. Tarkington's Pharmacy

Windsor — *Bertie County*

807. Pugh's Pharmacy
808. Windsor Pharmacy Company, Inc.

Winston-Salem — *Forsyth County*

809. Bobbitt Drug Company, Inc.
810. Camel Drug Company, Inc.
811. Carswell Drug Company
812. Crescent Drug Company
813. Fairview Drug Company, Inc.
814. Forsyth Drug Company
815. Granville Drug Company
816. Hall's Drug Company (col.)
817. Hutchin's Drug Company, No. 1
818. Hutchin's West End Drug Store
819. King Drug Company (col.)
820. Liberty Drug Company
821. Neely-Hairston Drug Company (col.)
822. Nissen Drug Company, Inc.
823. E. W. O'Hanlon, Inc.
824. Owens Drug Company
825. Patterson Drug Company
826. T. L. Streetman
827. Summit Street Pharmacy
828. Taylor Drug Company
829. Taylor's Pharmacy
830. Thompson Drug Company, No. 1, Inc.
831. Thompson Drug Company, No. 2, Inc.
832. United Retail Drug Store
833. Sam E. Welfare
834. Woodland Avenue Drug Company (col.)
835. Arcadia Drug Company
836. Bobbitt's Pharmacy
837. Causey Drug Store
838. Hutchin's Pharmacy
839. Hutchin's Drug Company, No. 2
840. Hutchin's Drug Company, No. 3
841. Roberts Drug Company
842. Standard Drug Company
843. Ideal Drug Store (col.)

Winterville — *Pitt County*

844. J. R. Cox

Woodland

845. Parker-Taylor Drug Company

Yadkinville — *Yadkin County*

846. Norman's Drug Store

Yanceyville — *Caswell County*

847. Yanceyville Drug Company

Youngsville — *Franklin County*

848. Winston Blanks Drug Company, Inc.

Zebulon — *Wake County*

849. Citizens' Drug Company
850. Zebulon Drug Company

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The 1931 meeting of the North Carolina Pharmaceutical Association will be held at Wrightsville Beach, June 23-25. Oceanic Hotel, Official Headquarters.

The fall examinations of the North Carolina Board of Pharmacy will be held in Chapel Hill, November 18

EDITORIAL SECTION

J. G. BEARD, *Editor* Chapel Hill, N. C.

You Can Help the T. M. A. Will You?

The Traveling Men's Auxiliary of the North Carolina Pharmaceutical Association, always an inspirational agency of helpfulness, gives promise this year of surpassing even its already excellent record of service to the organized pharmacists of this State. The new officers are seeking to enlarge the membership in order that the T. M. A. may be increasingly useful, and in their campaign they certainly should have the cooperation of North Carolina druggists.

The JOURNAL suggests the following sort of help: When a traveling salesman comes into your store, soliciting your business, ask him if he is a member of the T. M. A. If he is, well and good. If he is not, say to him tactfully that you prefer to give your order to the group of salesmen who work so hard each year to promote the interests of your Association; that you feel it only fair to do this as a reciprocal courtesy. The T. M. A., through the firms affiliated with it, spends thousands of dollars each year directly and indirectly to promote the attendance at the annual conventions of the Association, and to provide pleasure and entertainment for those who do attend. Credit for the heightened value of the yearly meetings is in large part due to the hard work that the members of the T. M. A. regularly put forth beforehand to advertise the event. Not only do they "boost" the convention months in advance, but they provide costly entertainment during the progress of the convention.

They ask nothing—absolutely nothing—in return for this generous outpouring of effort and means, but the JOURNAL takes the liberty of asking something for them. It asks that the nine hundred druggists in North Carolina who belong to the Association give preference wherever possible to the traveling men who belong to the T. M. A. If this is done, and traveling men are shown that it *is* being done, it will stimulate to renewed efforts those who are already in the T. M. A., and it will cause those who are not members to join at once. Such a movement on your part will require very little if any trouble and it will produce results immediately.

Every member of the T. M. A. this year has issued to him a membership card. Please see to it that whenever practical your business goes to the holder of one of these cards. Tell a non-member salesman that he can join for $10.00 a year upon application to Mr. Sterling Hubbard, Secretary of the T. M. A., whose address is Box 270, Reidsville, N. C.

A North Carolina Pharmacist Honored

Mr. E. M. Holt, formerly of Goldsboro and an apprentice under Mr. C. B. Miller at the Goldsboro Drug Co., and likewise a graduate of the Philadelphia College of Pharmacy, has been made a commissioned officer in the Public Health Service of the Government with the rank of Assistant Surgeon, U.S.A. Mr. Holt has the honor of being the very first pharmacist to be commissioned and this after a fight of twenty years or more by the pharmacists of the nation for recognition as Commissioned Officers in the Army and Navy. Mr. Holt was one of ten successful out of twenty-six applicants and the first to receive his commission. The salary attached to this rank is $5,000 annually and retirement comes with three-fourths pay after the age of sixty-four is reached. Mr. Holt is now stationed at Washington City. Recently the Washington papers carried a photograph of him with the explanation of the honor conferred on the North Carolinian. Pharmacists in general should congratulate the successful candidate. Our efforts in winning recognition from the Government after a long and arduous fight are bringing results.

DRUGGISTS I HAVE MET*

By John K. Civil

One druggist I have met, doing a business of around $45,000, decided some time ago to do away with his stock room (which was a very large one, as he was a very liberal buyer). Today, with no stockroom and with a stock around $9,500, he keeps all of his stock in the front of the store, or on top of his fixtures in the front of the store. He buys such good sellers as Listerine in $50.00 lots, and if he hasn't any room in front or on top of fixtures, he puts the lot out in the middle of the store and makes a display of it right there. He has told me he believes in years past his stockroom was the cause of more loss to him than any other one thing, not only due to theft and over-buying, but because putting it in the stockroom was keeping it away from the buying public. He has found that the psychological effect of some twenty-two gross of prescription bottles put out in the middle of the store was a good sales builder.

I know personally that the ten-cent stores have a rule that as little stock as possible must be kept in the stockroom. Even heavy items must be kept on display in front of the store. I also know that the managers of these stores are subject to losing their jobs if they do not keep every item in stock on display and priced.

I know a druggist who believes in pricing every item in the store full-price or otherwise. Every item on the shelf is priced. He has had such good results from this system that he spent $20 with a local trimmer to have material made to fit his shelves that would allow him to price his goods correctly and in a way that could be seen by the buying public. I have his idea with me and will show it to you. I will be glad also to give you any further information you may desire in regard thereto.

It has been proven that goods priced and displayed will sell twice as fast as those not priced and displayed. These being facts, why not price and display your goods when it is so little trouble to do so?

One druggist I have met (who is here with us today) has told me he considers his windows of decided value, but has found that a window backed up with a display inside the store is of double value. He never puts a display in the window unless he is able to make a display of the goods inside. This same druggist, by the way, who spent over $7,500 on store fixtures some years ago, surprised quite a few of us by tearing down all the sliding doors on his wall cases, leaving them open. He removed from his store four $200 show cases and in their places put home built tables for the display of goods. He has found that the removal of the doors from his cases has sold more goods for him and has made selling easier and quicker.

Another druggist who has, I believe, the best equipped and prettiest drug store in the State, has told me that four signs, which he has installed inside his store, are the best investments he has ever made. (I wish Mr. R. E. Kibler, of the Kibler Drug Co., of Morganton, N. C., was here to tell you about his store or that you were able to see it.) These signs are framed, well lighted, and hung upon the walls. They cost $100. The wording of them may interest you: (1) Courtesy is a part of our service. (2) We are in business because we like it. (3) Our policy a service that satisfies. (4) The best is not too good for our customers. I can say Mr. Kibler lives up to the above four statements.

If Charlie Malone of the Empire Drug Co., of Salisbury, is present I wish he would tell us the value of the tent over his soda fountain. It has attracted a great deal of attention and was installed at a very small cost.

I know of seventeen druggists who have gone from a charge to a strictly cash business in the past two years. Just recently I inquired of these druggists if they would go back to the charge system. Every one of

*This paper was presented at the 1930 meeting of the N. C. P. A.

(Continued on Page 120)

THE PROPER MERCHANDISING OF HIGH GRADE PACKAGE CANDIES*

By S. L. HUBBARD

Mr. President, Ladies and Gentlemen: I deem it quite an honor to have the privilege of talking to you today. I have been asked to speak to you for a short time on "The Proper Merchandising of High Grade Package Candies."

Please do not feel that I mean for one moment to attempt to dictate to you how you MUST run your candy department, but my purpose is to offer you some suggestions whereby I believe that you can conduct your candy department with more profit. These suggestions that I want to offer you are not just ideas that I have fabricated in my own mind, but they are the offspring of several years observation of the candy industry in my connection during the past twelve years with two of the leading candy manufacturers in the South, and these observations have been made throughout all of the Southern States and several of the Eastern States.

The first thought that I would like to bring to you is the fact that I believe that most of you are handling, or rather I should say, ATTEMPTING to handle too many lines of candy. In the smaller towns, I am firmly convinced that ONE line of candy to each candy department is AMPLE. I believe that by carrying a complete line of the candy that you select to feature you can satisfy ninety-five per cent. of the demand that you have for candy. Of course, I will grant you that you will have demands for others, but I am sure that were you to analyze these calls, taking into consideration the actual calls and the number that you are able to sell YOUR line as against the VERY few that will walk out on you, you will find that you are not justified in handling more than one line. Well do I appreciate the fact that calls for lines of candies that you do not have very greatly magnify themselves in your mind's eye, but, as I have suggested, if you will analyze these calls you will find that they are very few and far between where you actually lose sales.

By increasing your lines of candy over the one line that you have selected, in just the same proportion do you increase your chances of having bad candy. This, of course, is a loss not only in actual money, but one box of stale candy will do you and your manufacturer more harm than many good ones will do you good due to the fact that your consumer DEMANDS and expects nothing less than that the box he buys must be good and fresh.

By increasing your lines you buy the same proportion, increase your investment and thereby cut down your percentage of profit unless you increase your sale, and you will not do this in the smaller towns. At the same time you are not able to carry a representative stock of either line without overburdening your candy department by excessive stock.

Don't think just because a candy salesman comes in and tries to sell you his line that you must take it for fear your competitor will get it and sell a box or two of it. Let your competitor have it; let him sell a box or two; let him burden his candy department to the extent that he will run it at a loss. Pick out a good line, stick to it, and FEATURE it. Oftentimes you confuse your customer by too many lines and he immediately feels that you are not yourself sold on any one line—hence, you are not in a position to recommend or to help him make his selection.

Of course, in the larger towns of 10,000 or more I believe that you are justified in handling TWO lines, but never, under any circumstances, more than two lines.

(Should there be any of you here who are doubtful of the PROPER line to feature, if you will be good enough to advise me, then I am SURE that I can tell you just the line of candy for YOU.)

More candy is sold by sight suggestion

*This paper was presented at the 1930 meeting of the N. C. P. A.

and word suggestion than by actual demand that is, by a customer walking into your store and telling you that he or she wants a box of candy. How many of you suggest candy for birthdays, parties, and so on? Of course, I know that you all work it for Mother's Day, but there are a number of other excellent days on which you could suggest candy. In the smaller towns where each of you knows every one else, you soon learn the most of the birthdays in the family, the wedding anniversaries, and when Mrs. So-and-So is going to entertain. Watch these events and you will always find in your candy case, if you carry the assortment and selection that you should carry, a suitable box of candy for every occasion. Many of your customers are at a loss to know just what to give. Suggest to them this box and that box or maybe a special selection that you have which you think would suit HER. Mrs. Hostess would oftentimes appreciate your suggestion of a particular box of mints for her party—just the thing that she needs to complete her menu and color scheme.

As I have stated, much candy can be sold by sight suggestion—that is, by proper display. Keep your candy case well filled, but not *overburdened.* Make displays of special packages on top of your case with price tags and counter cards. Use window displays of Dummies, which all manufacturers are more than glad to furnish you when they know that you will use them to mutual advantage. And BY NO MEANS allow a display of anything to be made on your candy case other than candy. Foreign articles greatly decrease the value of your display.

One of the most important things to a profitable candy business is to be sure that you offer your customers *fresh* candy at all times. This can only be obtained by having some one definitely in charge of your candy department. Hold that person responsible for it. When a new shipment of candy comes in, be sure that the clerk in charge takes every box of candy in the case out of it, then places the new shipment in the front and the candy on hand in the rear so that it will be sold first. My company, in fact all candy manufacturers, will be glad to furnish you with a code which works as a cost mark in most instances, and it is urgently suggested that you code mark the date of arrival of your candy. In this way you can always be assured of selling the oldest box first. Insist that the one in charge check your candy stock regularly—at least once a week, preferably Monday as the week-end buying is usually the heaviest. Have this clerk order frequently on the shorts—if only in minimum shipping quantities.

I have been into a great many stores and found a direct sun ray on the candy case. When I have spoken to the dealer about it he remarks, "Oh, that just stays that way for a few minutes early in the morning or late in the afternoon." But regardless of when it shines there it has done its work. Please remember that direct sun rays are most harmful to candy. If you have a refrigerator case, then be sure that the temperature does not vary. Seventy degrees is the ideal temperature for a candy case. If you use an iced case, see that some one puts the same amount of ice in each morning, taking out the remains from the day before, which can be used at your fountain. In this way, your case is always maintained at the proper temperature. Please remember that too rapid cooling or too rapid heating causes chocolates to turn grey. Of course, this is nothing more than the cocoa butter being drawn to the top, but at the same time, it makes an unsightly piece of candy which is likely to be refused by the consumer.

If I have offered to any or all of you one suggestion whereby you can more profitably conduct your candy department then I am proud. If there is anything that any of you think of which you would like to have explained, then I shall be more than glad to have you call upon me. And, if I am unable to give you the correct information off hand, then I am in a position to get the desired information for you and the information will be from a consensus of opinion of a number of leading retailers from all sections of the country.

I thank you!

THE PRESIDENT'S PAGE

Fellow-Members of the North Carolina Pharmaceutical Association and Members of the Traveling Men's Auxiliary:

Greetings! As I enter upon my duties as your presiding officer I desire also to send you a message. The 1930 convention marked the completion of one of the most successful years in the history of our Association. The Raleigh meeting moreover was a particularly instructive and delightful one. Both of these facts are due in large measure to the loyalty and perseverance of the individual members of the organization. As we begin another year let us firmly resolve to take no backward step, but to give a more earnest co-operation so that we may press on to even greater achievements.

In the eyes of the Nation the N. C. P. A. occupies a most enviable position. It is, in fact, one of the brightest stars in the constellation of State Associations. May it ever continue to shine brightly! From time to time its members have been honored with positions of eminence and trust in the national pharmaceutical organizations. Only a few days ago announcement was made that one of the most faithful and efficient workers in our State Association had been elected to fill one of the highest positions of honor in the gift of the American Pharmaceutical Association. As the representative of the N. C. P. A., I take pleasure in extending the congratulations of our entire membership to our own most efficient and dearly beloved Secretary, Professor J. G. Beard, upon his election as First Vice-President of the A.Ph.A. That his worth has thus been recognized is a source of pride and pleasure to every member of our Association.

Already your officers are planning to make our next year's meeting at Wrightsville Beach one of outstanding accomplishment. I now ask that every one of you begin to "boost" this meeting. Use your influence with "lukewarm" members to persuade them to attend and join in our deliberations.

I recognize that the Traveling Men's Auxiliary is a most valued adjunct to the N. C. P. A. To these "boys" I want to say that their presence at our annual gatherings is greatly appreciated and that we are grateful for their efforts for our organization and for their many services to the druggists individually. The members of the T.M.A. should always receive a glad hand from every one of us, as well as a respectful hearing, whenever they drop in our stores. The Auxiliary does a great deal toward making every meeting a success.

As your presiding officer I am asking finally your full and earnest co-operation in my efforts to carry on the work of the Association, and particularly my responsibilities as your president. Without your help I cannot succeed.

Most sincerely,

(Signed) C. B. MILLER,
President.

THE T. M. A. PAGE

STERLING L. HUBBARD, *Editor* Box 270, Reidsville, N. C.

Foreword

Some time ago **Mr. Buford Stone,** North Carolina representative of the United Sales and Distributing Co., suggested that the T. M. A. publish a small magazine each month, giving news of interest about the organization. At the Raleigh meeting the traveling men voted to request the CAROLINA JOURNAL OF PHARMACY to set aside a page each month for the use of the T. M. A. This request met with the instant and hearty approval of the editors of the JOURNAL and hereafter there will be a T. M. A. page every month. Members of the Auxiliary are asked to send any items they wish to appear on this page to the editor or to Box 631, Chapel Hill, N. C.

A Correction

In the list of members of the T. M. A. appearing in the Proceedings Number of the JOURNAL **Mr. J. Floyd Goodrich** was listed as the traveling representative of the Peabody Drug Co. instead of the B. C. Remedy Co. We are sure JOURNAL readers recognized the error for everybody knows that Mr. Goodrich is a stand-by of B.C.—and also of the T.M.A. However, we want to make the correction as a matter of record and for the information of new-comers who may not know that Mr. Goodrich has long been the representative of B.C., is boosting B.C. today, and will be making his rounds over the South in the interest of the company for many a day to come.

New Members Signing Up

It is with pleasure that we announce the following new members of the T. M. A.: Messrs. **Guy M. Fox,** representative of the Carolina Luggage Co., of Greensboro, with headquarters in Asheboro; **Ed. Lane,** representative of The Nunnally Co., of Atlanta, Ga. (mail should be addressed in care of the home office of the company in Atlanta); and **Henry J. Waldhauser,** representative of Bourjois, Inc., whose home address is No. 6743 No. Bouvier St., Philadelphia, Pa.

List Re-Published

As several new members have joined the T. M. A. since the list was published in the Proceedings we are repeating it in this issue with the addition of the new members. We are also making certain corrections that we regret inadvertently occurred in the previous list.

And a Bit of News About T. M. A. Members

Mr. M. J. Leimkuhler, of Charlotte, for the past twenty-five years representative of E. B. Read and Son Co., of Baltimore, Md., has accepted a position with the Pictorial Paper Package Corporation, of Aurora, Ill. His many friends and customers will be glad to know his territory is the same and his headquarters will be in Charlotte as heretofore. (An ad of his firm appears in this issue of the JOURNAL.) **Mr. Glenn Hunt,** of Lexington, succeeds Mr. Leimkuhler with E. B. Read.

Friends kept wondering why **Mr. R. I. Blackwell,** representative of D'Orsay Perfumeries Corporation, didn't show up at the Raleigh meeting. He couldn't—his marriage and wedding trip took place just at the time the convention was being held. He had good reasons for not answering "present" when his name was called at Raleigh.

Mr. R. H. Alexander, who represents McPhail's Chocolates, has had his territory changed. He now travels North Carolina as far east as Durham and also includes a part of South Carolina and Tennessee in his itinerary. This makes his home in Marion, N. C. about the center of his territory.

We are glad to report that **Mr. D. L. Shreve** is back on the job with the Justice Drug Co. after a rather serious illness.

The T. M. A. extends sincerest sympathy to the family of the late **Mr. W. A. Underwood,** of Asheboro. The traveling men learned of his death on October 4 with real regret and will miss seeing him on their visits to Asheboro.

THE TRAVELING MEN'S AUXILIARY

OFFICERS

W. MCELVEEN.....*President*
W. A. BURWELL.....*Vice-President*
STERLING L. HUBBARD.....*Secretary-Treasurer*
M. J. LEIMKUHLER.....*Assistant Secretary-Treasurer*

BOARD OF GOVERNORS

P. A. HAYES.....Five Years
WARREN S. CHRISTIAN.....Four Years
A. DEWEY POLLARD.....Three Years
JIM COPPEDGE.....Two Years
A. R. CROSS.....One Year

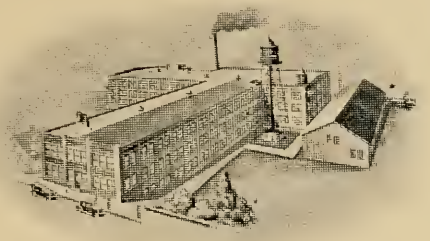
NOTE:—The following list will be revised monthly showing *New Members* joining the T. M. A.

Where the members firm or home address does not appear below, the Secretary-Treasurer will appreciate any one supplying this information.

MEMBERS

(*List Supplied by Secretary Hubbard*)

Name	*Firm Represented*	*Home Address*
Alexander, Ralph	Russell McPhail, Chocolates	Box 334, Marion
Ballard, R. J.	The Beaufont Co.	704 Chestnut St., Greensboro
Barley, A. F.	Muth Bros. and Co.	3222 Auchentoroly Terrace, Baltimore, Md.
Barnes, H. L.	I. Fischman and Sons	2006 Glenwood Ave., Raleigh
Bender, W. R.		Box 56, Pollocksville
Benson, G. C.	Pepsin Syrup Co.	1828 E. 7th St., Charlotte
Blackwell, R. I.	D'Orsay Perfumeries Corp.	Box 606, Raleigh
Bowers, J. B.	Owens and Minor Drug Co.	3401 Hawthorne Ave., Richmond, Va.
Boyette, F. M.	The Upjohn Co.	Fayetteville
Braselton, E. K.	Eli Lilly and Co.	203 Shepherd St., Chevy Chase, Md.
Brush, M. W.	Lehn and Fink	683 Fifth Ave., New York City
Bundy, F. L.	Norwich Pharmacal Co.	2232 The Circle, Raleigh
Burwell, W. A.	Eli Lilly and Co.	Raleigh Hotel, Raleigh
Cagle, R. C.	Scott Drug Co.	Charlotte
Christian, Warren	Cliff-Weil Cigar Co.	407 W. Park Drive, Raleigh
Civil, J. K.	Norwich Pharmacal Co.	Box 52, Elizabeth Sta., Charlotte
Coble, H. F.	O. Henry Drug Store	Greensboro
Coppedge, J. B.	W. H. King Drug Co.	Raleigh
Coppedge, Jim	W. H. King Drug Co.	Raleigh
Council, C. T.	B. C. Remedy Co.	Durham
Cross, A. R.	The Penslar Co.	1615 DeBree Ave., Norfolk, Va.
Crutchfield, T. G.	E. R. Squibb and Sons	Box 512, Greensboro
Davis, R. C.	Richard Gwathmey and Co.	Richmond, Va.
Davis, W. B.	Davis Drug Co.	209 Isabelle St., Greensboro
Deaver, H. V.	Peabody Drug Co.	Durham
DeLamater, E. L.	Sharp and Dohme	Hotel Giersch, Raleigh
Dixon, W. R.	Bauer and Black	2300 E. Fifth St., Charlotte
Edwards, Wallace E.	Durham Ice Cream Co.	Durham
Ferrell, John C.	Peabody Drug Co.	Durham
Ferrell, O. E.	Peabody Drug Co.	Durham
Finlay, Wm. A.	Mac Blade Co.	Fremont, Ohio
Fourqurean, Frank	The Vortex Mfg. Co.	1209 E. Trinity Ave., Durham
Fox, Guy M.	Carolina Luggage Co.	Asheboro
Gaddy, H. M.	Sharp and Dohme	Mecklenburg Hotel, Charlotte
Gills, J. C.	El Moro Cigar Co.	Greensboro
Goodrich, J. F.	B. C. Remedy Co.	Durham
Grissom, Hon. Gilliam	Collector of Internal Revenue	Raleigh



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JIMMIE M. SALTER

Russell McPhail Chocolates
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Richmond, Va.

Wants to Buy a Drug Store

The Journal has been requested to announce that a certain pharmacist wants to buy a drug store. Any one having a store for sale will be put in touch with the above party upon application to the Carolina Journal of Pharmacy, Box 631, Chapel Hill, N. C.

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DURING VACATION TIME
WHILE
YOU HAVE THE CHANCE
AND
WE HAVE THE MERCHANDISE

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WITH AN APPEAL
BOTH
STAPLE AND NOVEL

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LESS NAUSEA

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Hamrick, C. Rush	Kendall Medicine Co.	Shelby
Harrell, J. W.	E. R. Squibb and Sons	1917 Sunset Drive, Raleigh
Hayes, P. A.	Justice Drug Co.	Box 785, Greensboro
Heller, G. E.	Pres. Va. Phar. Assoc.	Bedford, Va.
Henderson, C. F.	O'Hanlon-Watson Drug Co.	Thomasville
Henderson, R. B.	Peabody Drug Co.	Durham
Hicks, H. T.	Capudine Chemical Co.	Raleigh
Hitchcock, H. L.	Hollingsworth Candy Co.	Augusta, Ga.
Hoft, B. A.	Powers-Taylor Drug Co.	Kinston
Hollingsworth, Earl	Hollingsworth Candy Co.	Augusta, Ga.
Hubbard, Sterling L.	Norris Exquisite Candies	Box 270, Reidsville
Huggins, Herman H.	Henry K. Wampole Co.	915 Ideal Way, Charlotte
Hunter, R. E.	The Upjohn Co.	Burlington
Hunter, R. W.	W. H. King Drug Co.	Raleigh
Johnson, R. R.	Tom's Toasted Peanuts	Columbus, Ga.
Johnson, W. L.	Parke, Davis and Co.	Gibson
Lane, Ed	The Nunnally Co.	Atlanta, Ga.
Latta, H. J.	Reed-Cook, Inc.	Fayetteville
Leimkuhler, M. J.	Pictorial Paper Pckg. Corp.	Box 1001, Charlotte
Lowe, R. W.	Bodeker Drug Co.	Chester, Va.
McCaskill, J. M.	United American Soda Fountain Co.	Box 148, Jonesboro
McElveen, W.	The Nyal Co.	204 Jefferson Apts., Charlotte
Marston, R. H.	The Upjohn Co.	304 W. Washington St., Kinston
Miller, W. C.	The Bodeker Drug Co.	Richmond, Va.
Mitchell, H.	W. H. King Drug Co.	2231 Circle Drive, Raleigh
Moore, Z. M.	Scott Drug Co.	91 N. Union St., Concord
Moorer, W. G.	The Imperial Leather Co.	Springfield, Ohio
Mulcahy, W. A.	Eastman Kodak Co.	Rochester, N. Y.
Neely, J. F., Jr.	Garland C. Norris Co.	Raleigh
Newton, R. E.	Liggett and Myers Tobacco Co.	Raleigh
Norris, Garland C.	Garland C. Norris Co.	Raleigh
Pollard, A. D.	Stephen F. Whitman and Co.	Carolina Hotel, Raleigh
Richards, T. A.	Jas. I. Bailey Co.	514 N. Bloodworth St., Raleigh
Sanders, L. C.	Sterling Products, Inc.	214 College Pl., Greensboro
Shreve, D. L.	Justice Drug Co.	1823 Rolling Rd., Greensboro
Stanback, F. J.	Stanback Medicine Co.	Spencer
Stanback, T. M.	Stanback Medicine Co.	Spencer
Starling, H. C.	W. H. King Drug Co.	Raleigh
Stone, Butord R.	United Sales and Distributing Co.	Raleigh
Stone, Maurice W.	Hunter's Fountain Supplies	216 E. Blvd., Charlotte
Toon, E. C.	Richard Gwathmey and Co.	Richmond, Va.
Tracy, A. M.	Henry Maillard, Inc.	Box 85, Harlem, Ga.
VanHorn, H. W.	Southern Window Display Service and Sales, Inc.,	404 First National Bank, Charlotte
Vick, E. W.	Bodeker Drug Co.	Box 136, Goldsboro
Vick, Jas. G.	Parke, Davis and Co.	Fayetteville
Walhauser, H. J.	Bourjois, Inc.	6743 N. Bouvier, Philadelphia, Pa.
Watts, R. M.	W. H. King Drug Co.	226 Third St., Cheraw, S. C.
Williams, F. D.	O. Henry Drug Stores	Greensboro
Willis, J. R.	High Point Creamery Co.	High Point
Wilson, C. R. S.	O'Hanlon-Watson Drug Co.	Winston-Salem
Winters, Edw. C., Jr.	Individual Drinking Cup Co.	904 Fairmont St., Greensboro
Wolfe, G. E.		Charlotte

LEGAL SECTION

FREDERICK O. BOWMAN, LL.B., *Editor* Chapel Hill, N. C.

Supreme Court Declares Chain-Store Tax Valid

The Supreme Court of North Carolina finally on September 17 handed down an opinion in the Chain-Store Tax case, The Great Atlantic and Pacific Tax Company, et als., against A. J. Maxwell, Commissioner of Revenue, upholding the 1929 Chain-Store Tax, which imposes a license tax of $50.00 on each unit, in excess of one, of chain store organizations.

The case went to the Supreme Court on appeal by the Great Atlantic and Pacific Tea Company, and some eighteen or more of the other largest chain store operators in the State, from a ruling of the Wake County Superior Court in November 1929, by Judge R. A. Nunn, proclaiming the validity of the provisions of Section 162 of Chapter 345, Public Laws of North Carolina, 1929, which levied a tax upon every store, in excess of one, operated in this State under the same general management, supervision, or ownership. More than $50,000.00 was paid under protest by the chain and branch store concerns for the year beginning June 1, 1929, and this action was begun to recover these license fees for the privilege of engaging in business as chain store operators.

Unlike the tax imposed by the 1927 General Assembly which imposed a tax upon every person operating five or more stores, declared invalid by Judge E. H. Cranmer and this opinion upheld by the Supreme Court, the 1929 act exempting but one store from the operation of the tax, is declared valid and the chain organizations do not recover the license fees paid, unless the decision of the Supreme Court of North Carolina is reversed on an appeal to the United States Supreme Court.

The decision of the State Supreme Court was written by Associate Justice George W. Connor, who wades through the system of taxation by the State and sweeps aside claims of unconstitutionality set forth in the allegations of the plaintiffs in that the law levying the tax violated the rule of uniformity prescribed by the Constitution of North Carolina and the "Due Process Clause" of the Federal Constitution, contained in the 14th amendment, a part of which reads: "No state shall deprive any person of life, liberty or property without due process of law, or deny to any person within its jurisdiction the equal protection of the law." In discussing the system of taxation by the States, Judge Connor quotes the Chief Justice of the Supreme Court of the United States in a recent Ohio case, in which Chief Justice Hughes said:

"The States have a wide discretion in the imposition of taxes. When dealing with their proper domestic concerns, and not trenching upon the prerogatives of the national government or violating the guaranties of the Federal Constitution, the states have the attribute of sovereign powers in devising their fiscal systems to insure revenue and foster their local interests. The states, in the exercise of their taxing power, as with respect to the exertion of other powers, are subject to the requirements of the due process of the equal protection clauses of the 14th Amendment, but that Amendment imposes no iron rule of equality, prohibiting the flexibility and variety that are appropriate to schemes of taxation. The state may tax real and personal property in a different manner. It may grant exemptions. The state is not limited to ad valorem taxation. It may impose different specific taxes upon different trades and professions and may vary the rate of excise upon various products. In levying such taxes, the state is not required

to resort to close distinctions or to maintain a precise, scientific uniformity, with reference to composition, use, or value. To hold otherwise would be to subject the essential taxing power of the state to an intolerable supervision, hostile to the basic principles of our government and wholly beyond the protection which the general clause of the 14th Amendment was intended to insure.

"With all this freedom of action, there is a point beyond which the state cannot go without violating the equal protection clause. The state may classify broadly the subject of taxation, but in doing so it must proceed upon a rational basis. The state is not permitted to resort to a classification that is palpably arbitrary. The rule is generally stated to be that the classification must rest upon some ground of difference having a fair and substantial relation to the object of the legislation, so that all persons similarly circumstanced shall be treated alike."

Denying that the revenue measure violated the constitutional rights of the plaintiff chain store concerns, Judge Connor writes: "The purpose of the provisions of section one of the 14th Amendment relied upon by the plaintiffs in this action, is to prohibit the states from unjustly discriminating against persons subject to their jurisdiction, and from thereby depriving them of life, liberty or property, without due process of law, or of equal protection of law. For this reason, classifications made by a state, for purposes of taxation, or of regulation, under the police power, are not prohibited, when made upon just and reasonable grounds, and founded upon real and substantial differences. Laws which do not result in unreasonable and arbitrary discrimination are not in violation of section one of the 14th Amendment.

"In view of the foregoing well settled principles of constitutional law, both state and federal, applicable to the question presented for decision by this appeal, we are of the opinion that there was no error in the finding and conclusion of the court below that the classification made by the general assembly of the state, in section 162, public laws of North Carolina, session 1929, of the business of maintaining and operating branch or chain stores, as therein defined, exclusively for purposes of taxation, is neither unreasonable or arbitrary; that there is a real and substantial difference between merchants who exercise the privilege of carrying on their business in this state, by means of two or more stores, and those who maintain and operate only one store, and that this difference appears on the face of the statute, without regard to the findings of fact made by the court; that the imposition of a license tax on one class, without the imposition of a like tax on the other class of merchants, is not an unjust, unreasonable or arbitrary discrimination between the two classes, for the reason that merchants who are required to obtain licenses, and to pay the tax, have and exercise a more valuable privilege than those who are required to do neither; that therefore the statute is not in violation of either the state or federal constitution.

"The statute was enacted by the general assembly in the exercise of a wide and comprehensive discretion vested in it as the legislative department of the state government, and is in pursuance of the well settled policy of the state with respect to its system of taxation. The classification in accordance with which the plaintiffs were required to pay the license taxes imposed by the statute, is neither capricious nor arbitrary."

Concluding the opinion, Judge Connor distinguishes between the 1927 and the 1929 acts. He says: "A comparison of the statute involved in this action with that which was held void and unconstitutional in Tea Company vs. Doughton, 195 N. C. 145, 144 S. E. 701, will disclose, we think, a vital and essential distinction between the two statutes. The tax imposed by section 162, chap. 80, public laws, 1927, was not levied on chain store operators, per se, as is the case in section 162, chapter 345, public laws, 1929. In the former statute, the license was required, and the tax imposed upon every person, firm or corporation engaged in the business of maintaining and operating six or more stores, with an exemption from any tax of

those who maintained and operated five or less stores. In the latter statute there is no exemption, and no 'retroactive tax.' The tax is so imposed that merchants who are classified as branch or chain store operators, are on an equality with respect to one store, with merchants who are not branch or chain store operators. Here is no discrimination, which as Clarkson, judge, says, in his concurring opinion in Tea Company vs. Doughton, supra, is the vice in the former statute. In the latter statute the classification is made and the tax imposed in accordance with the value of the privilege obtained by the license. Clark vs. Maxwell, 197 N. C. 604, 150 S. E. 190. Both the classification and the tax are valid, and plaintiffs are not entitled to recover the sums paid by them, respectively, to the defendant. The judgment is affirmed.''

Proposed Constitutional Amendments

Three Constitutional Amendments proposed by the General Assembly of 1929, are to be voted upon at the General Election, November 4, 1930.

The first Amendment increases the number of Supreme Court Judges from five to seven.

The next Amendment provides for Solicitorial Districts. As the Constitution now stands, the solicitor must be elected for each judicial district. There are now in the State of North Carolina twenty judicial districts and twenty solicitors. The object of this proposed amendment is to eliminate entirely cial districts and to establish what is called in the proposed amendment, ''Solicitorial Districts.''

Lastly, the Taxation Amendment Authorizing the classification of Real and Personal Property. In the Constitution as now written, Section 3, Article 5, all property of every description is required to be taxed by a uniform rule. That section also provides machinery for what is known as the home exemption provision. The rest of the section contains authority to tax trades, professions, franchises and incomes.

The new section continues the ad valorem method of taxation and requires it to be uniform as to each class of property. It describes the property as follows: ''All moneys, credits, investments in bonds, stocks, joint-stock companies or otherwise; and, also, all real and personal property.'' The taxation is to be uniform in reference to each class according to its true value in money. Classification is permitted in the following terms: ''The General Assembly may adopt such classification of real property and of personal property as it may find to be reasonable.'' This is in reality the crux of the amendment.

The form of this amendment is similar, omitting the classification, to that contained in the old section 3. As a consequence of this similarity, decisions construing the old section would be read into the proposed amendment. Doing this, the term ''personal property,'' in the quotation just made, necessarily includes not only tangible personal property but the intangible personal property described therein as moneys, credits, etc. Consequently the amendment, if adopted, would permit the classification of solvent credits, using the term in its broad sense, to themselves for taxation, all real property to itself for the purpose of taxation and all tangible personal property to itself for the purpose of taxation. In the particular class however, thus made, the taxation must be uniform both as to rate and as to valuation. Of course, as between the various subjects of taxation thus defined, there may be a classification which would permit a different rate and a different method of valuation.

The purpose of the amendment is to enable the General Assembly to avoid the cast iron system now existing by adopting a modern system more in accord with the requirements of a modern state. Whether or not this theory could be worked out in practice is, of course, a question not to be discussed here.

The amendment proposed also strikes out the provision in the existing section 3 which provides for a partial exemption from taxation of what is known commonly as homestead and homestead exemption notes. If the system of classification provided in the

(Continued on Page 120)

HAPPENINGS OF INTEREST

ALICE NOBLE, *Editor* Chapel Hill, N. C.

News from Goldsboro

C. B. MILLER, *Reporter*

A Bureau of Credits

Goldsboro druggists have formed among themselves a Bureau of Credits. It was organized for the mutual protection of members against "dead beats," and those not entitled to credit. Every retail druggist is furnished with a list of delinquents by every other druggist in the town. Thus every drug store knows those behind in their accounts with other druggists. When such a delinquent calls at a drug store where he does not owe an account but desires to make one, he is informed that he owes Mr.———— an account and that he will have to pay that bill before he can get any consideration from any other drug store in the town. When a customer becomes a delinquent he is mailed a letter stating that he will not be able to secure credit at any other drug store in town. The letter also states that every druggist in town has been furnished with his name as a delinquent at that particular store. This is going at it pretty strong, but it "brings the bacon home."

A Flimflammer Out Flammed

The old ruse of calling in by telephone and ordering out merchandise with a request to "send change for a twenty," was worked one time too many in Goldsboro a few nights ago. The Goldsboro Drug Co. received such a message, but the alert clerk had read and heard about this old trick and secured a policeman to accompany him to the street address designated. When the trick was tried the man was grabbed and landed in the city jail. This "bum" was tried next morning, Superior Court being in session at the time, he was convicted, sentenced to two years at hard labor on the roads, and sent to the roads all within the space of three hours. This is sure getting justice with a rush. Don't get caught boys at this old "gag."

Marriages

Mr. and Mrs. D. H. Middleton, of Warsaw, announce the marriage of their daughter, Clara Elizabeth, to **Mr. Guion Linwood Sewell**, of Fayetteville, on the morning of September 8 at Grace Methodist Church, Wilmington. The young couple are making their home in Fayetteville where Mr. Sewell is connected with the J. S. Hall Drug Co. Mr. Sewell graduated from the U. N. C. School of Pharmacy with the Class of 1926.

Mrs. Jas. Peyton Ellis announces the marriage of her daughter, Sue White, to **Mr. Joseph Stancell Selden** on the afternoon of October 8 at St. James Methodist Church, Tarboro. Mr. Selden is originally from Jackson, but has been connected with the Edgecombe Drug Co. in Tarboro for the past several years. He graduated from the State University in 1926 and is a member of the Phi Delta Chi Fraternity.

Births

Mr. and **Mrs. Ernest Gaston Boysworth**, of Norwood, announce the birth of a daughter, Julia Anne, on August 12.

Born to **Mr.** and **Mrs. H. Sherrill Utley**, of Benson, a daughter, Mary Jane, at the Highsmith Hospital in Fayetteville on August 18.

Mr. and **Mrs. G. E. Campbell**, of Hamlet, announce the birth of a daughter, Kathleen Earle, on September 23.

Piedmont Topics

J. K. CIVIL, *Reporter*

Mr. M. E. Pierce, proprietor of the Hoskins Drug Co., of Charlotte, was recently held up by three armed bandits as he was leaving his store around midnight. When

the robbers attempted to take $500 in cash Mr. Pierce made a fight, firing six shots, and wounding one of the robbers. Later the other two were captured. Mr. Pierce and his three companions were uninjured.

Mr. A. J. Sanders, formerly of the McAdenville Drug Co., of McAdenville, has accepted a position with the Victory Drug Co., of Gastonia.

The Pattillo Drug Store, of Gastonia, recently filed receivership papers.

Messrs. Jas P. Stowe and **John K. Civil,** of Charlotte, motored to Atlantic City for the meeting of the N.A.R.D. **Mr. John A. Goode,** of Asheville, and **Mr.** and **Mrs. C. L. Eubanks,** of Chapel Hill also attended the convention, the latter as chairman of the N. C. P. A. delegation.

The Liggett Drug Store, of Charlotte, recently suffered a fire that forced the management to close the store for one day.

The R. A. Grimes Co., of Hickory, recently remodeled their store, equipping it with new fixtures and fountain.

The King Drug Co. is another new drug store in Hickory.

Mr. H. W. Wohlford has accepted a position with the Park Place Pharmacy, of Charlotte, the store recently purchased by **Mr. L. Holmes.**

Mr. Charlie Taylor has accepted a position with the Belmont Pharmacy, of Charlotte.

Mr. Clyde Webb, who has been with Blair Bros., of Charlotte, for the past fifteen years, is now with Eckerd's, of Charlotte.

Mr. F. D. Watkins, formerly with the Rimmer Drug Co., in Charlotte, has accepted a position with the Tryon Drug Co., No. 2, in the same city. **Mr. R. P. McNeeley** who has been with this store for some time, will be in active charge of the Tryon Drug Co., No. 3, which was recently opened.

Eastern Carolina News

F. L. BUNDY, *Reporter*

The Purity Drug Co., of Haw River, has recently remodeled their store and installed a new fountain and fixtures. On the day of the formal opening refreshments were served free to every person visiting the pharmacy between four and seven in the afternoon. Music was furnished by a seven-piece orchestra. **Mr. J. Hunter Jones** is the popular manager of the pharmacy.

Mr. W. M. K. Bender, of Trenton, accepted a position with Saunders Drug Store, of Wilmington, on September 1st.

Friends of **Mr. James Edwards,** proprietor of the Edwards Drug Co., of Newport, will regret to learn of his death in the late summer at the Morehead City Hospital. Mr. Edwards was a civil engineer by profession and also postmaster at Newport for the past several years. He was one of Newport's most prominent citizens and was held in high esteem by all who knew him.

A marriage of interest to central Carolina druggists was that of **Mr. Thomas E. Holding,** of T. E. Holding and Co., of Wake Forest, and Miss Irene Mallard, of Charlotte, which occurred at Richmond, Va., on August 13. Immediately after the ceremony the couple left for a honeymoon trip without revealing their destination.

Mr. Jasper Carlton Jackson and Miss Rosa Parham were married in St. Stephens Episcopal Church in Oxford on June 18. Mr. Jackson is originally from Dunn but has been living in Woodland for a number of years where he is manager of the Parker Taylor Drug Co. The best man at the wedding was the groom's brother, **Mr. Leonidas Jackson,** of Erwin, who was also recently married. There have been three weddings in St. Stephens Episcopal church this year and all three bridegrooms have been druggists. The other two lucky pharmacists are **Messrs. S. C.** and **J. P. Hall,** the two sons of **Mr. J. G. Hall,** of Oxford, also a druggist.

All Around the State

M. J. LEIMKUHLER, *Reporter*

Mr. C. H. Beddingfield, of Clayton, has been elected president of the local Rotary Club.

Mr. W. R. McDonald, Jr., formerly manager of the Spindale Drug Co. at Spindale, is now connected with Liggett's in Charlotte.

Mr. F. D. Culpepper, of Henderson, is now associated with Scruggs for Drugs in Asheville. He is in the Haywood St. store.

Mr. W. H. Justus, of Hendersonville, has been confined to his home for five weeks with a nervous breakdown. He is recovering slowly and is again able to be at his store part of the day. The JOURNAL joins hundreds of friends in wishing for him a speedy and complete recovery.

The Pineville Drug Co., of Pineville, was completely destroyed by fire on Sept. 16. The loss was partly covered by insurance amounting to $4,000. The proprietor, **Mr. R. C. Hair**, expects to re-open for business about Nov. 15 across the street from the former location.

Mr. W. W. Smith, formerly with Eckerd's and the Peoples Drug Stores, of Charlotte, and more recently with the Victory Drug Co., of Gastonia, accepted a position with Cline's Pharmacy, of Concord, on September 29. He succeeds **Mr. H. C. Williams**, who has purchased an interest in the Canton Drug Co., of Canton, and has taken over the active management of the store.

Mr. Albert Bretsch, of Raleigh, is now connected with the Broad St. Pharmacy in Southern Pines.

Mr. T. G. Crutchfield, who has taken special biological and serum training in the laboratory of E. R. Squibb and Sons in New York City and has recently been representing this firm in North Carolina, has accepted a position with the prescription department of the O. Henry Drug Store, No. 1, in Greensboro. In addition to this work he will have general supervision over the prescription departments of all five O. Henry Stores. **Mr. J. LaF. Baker** has been transferred from the No. 1 O. Henry Store to the No. 2, while **Mr. C. J. Griffin** goes from the No. 2 to the No. 3 pharmacy, succeeding **Mr. Jones**, who has resigned his position to devote his entire time to the manufacture of Kol-Blam.

The Acme Drug Co., of Burlington, has purchased the stock and fixtures of Ed. Nowells Pharmacy, of Greensboro. The firm worked the fixtures over and has installed them in their Burlington store, giving the pharmacy a most attractive and pleasing appearance.

Mr. J. C. Powell, formerly of Walker's in Charlotte, has purchased the suburban store of Taylor and Summey in the Mecklenburg City and has changed the name to Powell's Pharmacy. **Mr. Joseph Van Jenkins**, formerly with Claverie's Pharmacy, of Asheville, succeeds Mr. Powell at Walker's. The new owner has just installed a Guaranty Fountain, manufactured by the Fountain Specialty Co., of Grand Haven, Mich.

Mr. H. E. Thrower completely remodeled his store at Southern Pines during the summer months, enlarging it to twice its original size.

Mr. L. J. Lea, formerly with the Fox Drug Co. at Aberdeen, is now with the Sylva Pharmacy in Sylva. He has been succeeded at Aberdeen by **Mr. W. L. Harper**, who has been doing relief work during the summer for the Austin Drug Co. at Maxton.

Mitchell's Drug Store, of Hamlet, has recently moved to a location a corner above their former quarters. The pharmacy is now located on Highway No. 20. **Messrs. C. P. Mitchell**, of Burlington, **M. S. Mitchell** and **H. G. Mitchell**, of Hamlet, are the incorporators of the pharmacy.

The C. and W. Pharmacy, of Hamlet, has just put in a new front of the "wide open type."

Mr. N. B. Perry, proprietor of Perry's Drug Store, of Charlotte, opened a new drug store in Rock Hill, S. C. late in October under the name of Perry's Drug Store, No. 2.

General News Items

Mr. J. E. Davis, of Wake Forest, is now with the Yadkin Pharmacy, of Salisbury.

Mr. L. E. Reaves, Jr. of Raeford, who was with Goode's Drug Store, of Asheville, during the summer months, is now with the Justus Pharmacy, of Hendersonville.

Mr. J. B. Connell, of Warren Plains, is now with Scruggs Drug Store in Hendersonville.

Mr. M. T. Hiers, formerly representative for the H. K. Mulford Co. in eastern North Carolina, has been transferred to territory in middle Tennessee. He writes that he hopes to return to the old North State some day. His present address is 3707 Meadowbrook Ave., Nashville, Tenn.

Friends of **Mr. H. L. Pope**, of Winston-Salem, will regret to learn that he has been

quite ill all summer and has been compelled to undergo two operations. He writes that he is rapidly recovering his strength and hopes to be able to return to work shortly.

The JOURNAL welcomes the following new members to the Association: **Messrs. Jas. Kerr**, of Liberty; **J. B. Spiggle**, Draper; **F. D. Watkins**, and **L. A. Rouse**, Charlotte. **Mr. R. A. Hedgepeth**, of Lumberton, has changed his membership to one for **Life**. Druggists are more and more appreciating the value of Life Memberships.

The Beam Drug Co., of Cherryville, has been incorporated to own and operate a general drug store with an authorized capital stock of $25,000 and subscribed stock, $25,000 by **Messrs. S. S. Beam, Paul H. Beam** and **J. Ralph Beam**, all of Cherryville.

The drug store of R. Blacknall and Son, of Durham, one of the oldest pharmacies in the State, has been moved into new quarters one block north of its former location. The firm now has quarters at 212 Corcoran St. **Mr. Germain Bernard** is manager of the store.

We understand that Hand's Pharmacy, of North Charlotte, has joined the Associated Independent Druggists, Inc.

Mr. R. M. Prince, formerly of Eckerd's Drug Store, of Charlotte, was transferred to Eckerd's Asheville store a month or two ago.

Thomas' Drug Store, of Varina, recently installed a complete set of modern floor cases, furnished by the Morrison Mfg. Co., of Statesville. We regret to learn that the proprietor, **Mr. W. G. Thomas**, has been confined to his bed for several days on account of illness. He is improving, however, and expects to be able to return to work within a short time.

Mr. G. B. Schoonmaker has resigned his position with Walker's Drug Store in Charlotte and is now with the Stonewall Pharmacy in the same city.

Hall's Pharmacy, of Albemarle, has installed a new United American soda fountain.

Messrs. G. A. Shieder and **D. W. Foster**, who recently purchased Bryan's Pharmacy in West Asheville, located at 783 Haywood Road, announce the formal opening of their new store under the name of the Palace Pharmacy. A number of alterations have been made in the building and equipment of the store.

Mr. J. S. East, of Morven, is now with the Community Drug Store, of Columbia.

Mr. V. D. Lea is with the Reese-Stowe Co., of Charlotte.

The Willis & Lynn Drug Co. of Gastonia, has been incorporated to operate a general wholesale and retail drug business. The authorized capital stock is $50,000 with subscribed stock, $300 by **Messrs. E. G. Willis, R. M. Lynn** and **L. E. Bell**, of Gastonia.

Mr. Leon Futrelle will move his drug store in Wilmington to the corner of 2d and Princess Sts. as soon as the new building being erected at this location is completed. The store is operated as Futrelle's Pharmacy.

The Niestlie Medicine Co., Inc., of Wilmington, has filed with the Secretary of State the necessary papers for the dissolution of the corporation. **Mr. William Niestlie** has bought out the entire interests of the company and will conduct the business at the present stand at 602 Nixon St. as Niestlie Medicines.

Mr. Ivan H. Rider, of the O'Hanlon Watson Wholesale Drug Co., of Winston-Salem, was in August elected a member of the Board of Elders of the Home Moravian Church. Pharmacists have heretofore been on the Board of Trustees (looking after temporal matters), but none before has been an elder, charged with the religious state of the membership.

Mr. R. L. White, who has been registered in this State by reciprocity with South Carolina, is in charge of the prescription department of the Efird-Morris Drug Co., Inc., of Troy.

Board of Tellers Announce Results of Election

The Board of Tellers, chosen by President **C. B. Miller** and composed of **Messrs. G. W. Waters**, Chairman, **W. T. Andrews**, and **J.**

T. Vinson, all of Goldsboro, after carefully checking the 256 ballots received for N. C. P. A. officers has anounced the following results: President, **T. A. Walker,** Charlotte; First Vice-President, **G. A. Iseley,** Raleigh; Second Vice-President, **A. E. Weatherly,** Greensboro; Third Vice-President, **Paul Webb,** Shelby; Secretary-Treasurer, **J. G. Beard,** Chapel Hill; Members of the Executive Committee, **W. W. Horne,** Fayetteville (three-year term); **C. L. Eubanks,** Chapel Hill (two-year term); **G. K. Grantham, Sr.,** Dunn (one-year term). These officers will be installed at the Wrightsville Beach meeting in 1931.

A.Ph.A. Officers-Elect for 1931-1932

The Board of Canvassers of the American Pharmaceutical Association has announced the results of the mail ballot for officers of the Association as follows: President, **Walter D. Adams,** Forney, Texas; First Vice-President, **J. G. Beard,** Chapel Hill, N. C.; Second Vice-President, **J. W. Dargavel,** Minneapolis, Minn.; Members of the Council (for three years) **H. A. B. Dunning,** Baltimore, Md.; **S. L. Hilton,** Washington, D. C.; **Ambrose Hunsberger,** Philadelphia, Pa. These officers will be installed at the next annual meeting of the organization which will be held in Miami, Florida, during the week of July 28, 1931.

News from the State University

The University of North Carolina School of Pharmacy began its thirty-fourth session on September 18. The University is entering upon its 136th year. The enrollment in the School of Pharmacy is already larger by six than that of this time last year, seventy being enrolled for the course leading to the degree of Ph.G., and eighteen registered for the B.S. in Pharmacy course. Of interest to JOURNAL readers will be the announcement that **Professor E. V. Kyser** has resigned to accept an attractive position with a pharmaceutical manufacturing house. **Mr. H. E. Bolen,** of Danville, Va., has been elected instructor in pharmacy for this year and will teach the classes formerly conducted by Professor Kyser. Mr. Bolen graduated from the University last year with honors, receiving the degree of B.S. in Pharmacy. The following students have been elected assistants in the pharmaceutical laboratories: **Messrs. B. D. Arnold,** Fuquay Springs; **R. P. Craig,** Stanley; **K. W. Huss,** Cherryville; and **R. H. Temple,** Kinston. **Mr. L. G. Barefoot,** of Four Oaks, will be library assistant. **Mr. G. M. Culbreth,** of Chapel Hill, has been awarded the Council Scholarship, given annually by **Mr. C. T. Council,** of Durham.

Mr. F. L. Marvin, of the Hospital Service Department of Becton, Dickinson and Co., made a most interesting talk to the senior class on October 9 on the subject of "The Manufacture and Sale of Clinical Thermometers."

A Much Needed Correction

Through an error on the part of an advertising clerk of the Norwich Pharmacal Co. the wrong names of the salesmen in this territory were used in the September ad of the company. It was puzzling, because we all know that **Messrs. John K. Civil** and **F. L. Bundy** have been calling on the North Carolina druggists for many a year instead of the representative mentioned in the announcement. We are glad the ad was wrong for we all look forward to the visits of Messrs. Bundy and Civil. We, therefore, take pleasure in calling attention to the error.

North Carolina Board of Pharmacy

The next meeting of the North Carolina Board of Pharmacy for the examination of applicants for license to practice pharmacy will be held in the Pharmacy Building at Chapel Hill, N. C., November 18, 1930, at 9:00 a.m. Applications for the examination should be filed with the Secretary not later than ten days before the date of the examination.

For blanks or information write to

F. W. HANCOCK,
Sec.Treas.,
P.O. Box 910, Oxford, N. C.

Mr. T. A. Curtis, of McBee, S. C., formerly with the Franklin Drug Store in Gastonia, is associated with his father in the drug business in Hartsville, S. C., under the name of the Curtis Drug Co.

The Butler and Lee Drug Co., of Dunn, has been incorporated to conduct a wholesale and retail drug business with an authorized capital stock of $20,000 and subscribed stock, $5,000 by **Robie Butler,** of Salemburg; **C. R. Butler** and **Mrs. Hautence T. Lee,** of Dunn.

Mr. G. K. Moose, of Boone, has been elected district governor of the Carolinas district association of Civitan Clubs.

Mr. Ed. Nowell, of Greensboro, has accepted a position with Wilson's Drug Store in the Gate City.

DRUGGISTS I HAVE MET

(Continued from Page 105)

them said, "No." On the old charge basis I know that some of these seventeen men were about broke. Today they are discounting their bills. One I know particularly well and he did not make any money doing a charge business of nearly $83,000. On a cash basis his total sales dropped in the first year to $41,000 and he made money. This man told me he made a good business man out of himself when he went on a cash basis.

Another druggist I have met, who at one time made money and had the best stand in his town, would run out the back door when he saw a traveling salesman coming. Today he is broke!

PROPOSED CONSTITUTIONAL AMENDMENT

(Continued from Page 114)

amendment is adopted, it is manifestly not necessary to maintain this provision for what is accomplished by the homestead provision will be more readily and effectively put into effect by the General Assembly under the amendment.

The remainder of the suggested amendment contains authority to tax trades, professions, franchises and incomes in the language now contained in the present section 3, article 5, of the Constitution.

The Lilly Line of Ampoules

The Lilly Line of Ampoules offers a wide variety of therapeutic agents for subcutaneous, intramuscular and intravenous use. Every step in the manufacture of Lilly Ampoules has been devised by the Lilly Scientific Staff and is under the constant supervision of the Scientific Division. Accuracy, sterility and potency are assured.

Our stocks of Ampoules and other Lilly Products will be found adequate to your needs. Your orders are invited.

The Peabody Drug Company

WHOLESALE DRUGGISTS

DURHAM, NORTH CAROLINA

The Carolina Journal of Pharmacy

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The 1931 meeting of the North Carolina Pharmaceutical Association will be held at Wrightsville Beach, June 23-25. Oceanic Hotel, Official Headquarters.

AROS COKE CECIL

Proprietor of Cecil's Drug Store, High Point, N. C.

Born in High Point on February 11, 1897

Educated in local high school, graduated 1919 with Ph.C. degree, University of North Carolina, where in his senior year he served as student assistant. Received apprentice training under Messrs. J. G. Greene, J. D. Mann, and D. A. Dowdy, all of High Point. For four years chemist for Vick Chemical Co. Owner of Cecil's Drug Store and with Mr. Harvey Simpson, of Cecil-Simpson Drug Co., both of High Point. Passed State Board in 1923 winning Beal Prize for highest average. Member of Monarch Club, and the Elks, Masonic, and W. O. W. fraternal organizations. Married in 1922 to Miss Louise Bowman, of Randleman. Faithful and effective member of the N. C. P. A.

EDITORIAL SECTION

J. G. BEARD, *Editor* Chapel Hill, N. C.

Examine Your Insurance Policy

Several druggists recently have discovered that the protection they supposed they had in employer's liability insurance existed only in their own minds. One man in particular assumed that any error made by *any* clerk in his store would be covered in the policy he had been carrying for many years, but in a law suit that followed from a junior clerk using the wrong drug in a prescription it developed that the insurance company was not liable for the verdict rendered in favor of the plaintiff because the clerk in question was violating the law when he filled the prescription (the registered man was out of the store) and a clause in the policy stipulated that the company would not be liable for any act committed by an employee that was in *violation of law.*

All of the Druggists' Liability Policies that we know anything about have certain exclusions that in substance read as follows:

This policy does not cover loss from liability for, or any suit based on, injuries or death caused wholly or partly by: (1) any person employed in violation of law; (2) failure of the Insured to comply with any statute or local ordinance; (3) the performance of any unlawful act by the Insured or by any employee of the Insured; (4) any employee of the Insured unless classified in the schedule and on duty in the occupation under which the employee is classified.

There may be policies which do not contain stipulations like the above but we do not know what company writes them.

Every employee in a drug store must be lawfully performing the work he was hired to do if the error he may commit involving a suit for damages is to be paid for by the insurance company. A junior clerk is not hired to fill prescriptions or sell poisons. He is not so classified in the liability policy. If he does these things he violates the Pharmacy Act and if an error results that causes a damage suit the responsible party is not the insurance company but the owner of the store.

We suggest that you examine your policies at once and see exactly what sort of protection you are promised and the conditions imposed upon you as the Insured. If you do not fully understand the coverages, exclusions, etc., set forth in the policy it would be a wise step for you to mail the policy to Mr. F. O. Bowman, at Chapel Hill, attorney for the North Carolina Pharmaceutical Association, and ask him to analyze it and tell you exactly to what extent you are protected. No charge will be made by Mr. Bowman for this service. It may mean a great saving to you some day.

Executive Committee's Traveling Expenses Should Be Paid

The Executive Committee of the North Carolina Pharmaceutical Association met in Raleigh on October twenty-first with every member present except one, the exception having been kept at home by a death in his family. These men, all busy druggists, dropped their duties at home, and went to Raleigh to perform an unselfish service. One man traveled 275 miles to get there, losing two nights and a day from his store. None wanted pay for this service—none would have accepted it had the pay been offered. It does seem though that they should have been re-imbursed for the actual costs they incurred in attending the meeting. The JOURNAL hopes, therefore, that at the next meeting of the Association a motion will prevail that hereafter the traveling expenses of the Executive Committeemen shall be paid out of the general treasury when they attend a meeting of the Committee. Sometimes two or three such meetings are called during a year and the organization ought not to expect or allow those

attending to pay their own expenses. They give their time and they sometimes go to a great deal of trouble in order to be present. They should not, in addition, be compelled to make a financial contribution to the Association in the form of traveling expenses. This editorial is not inspired by a complaint from any member of the Committee. It is written simply to call attention to a practice that should be changed—be remedied.

Executive Committee Business

When the Executive Committee met in Raleigh, October twenty-first several important matters were discussed and acted upon.

(1) The date of the next annual meeting was fixed. It will be June 23-25, 1931.

(2) The Oceanic Hotel, at Wrightsville Beach, was selected as official headquarters.

(3) Mr. J. M. Hall, Sr., of Wilmington, was elected Local Secretary for the 1931 meeting.

(4) After examining voluminous data the members unanimously agreed that no form of group insurance could be purchased by the Association that would be practicable. A North Carolina law, recently enacted, requires that an actual employer-employee relationship must exist in order to make legal the writing of group insurance policies in this State. Since the Association does not stand in the relationship of employer to its eight hundred odd members, it is not allowed to insure its membership under any sort of blanket coverage. (It will be remembered that at the Raleigh meeting it was voted to empower the Executive Committee to enter into a contract with an insurance firm if a policy could be secured that offered reasonably-priced group protection. This action grew out of the knowledge that other state pharmaceutical associations were getting this type of insurance. In such states, however, the insurance laws do not contain the sort of restrictive clause that North Carolina has set up.)

(5) In accordance with instructions voted at the Raleigh meeting the Executive Committee studied several plans for zoning the State and finally fixed upon the one that is discussed in the editorial that follows.

Several other matters were discussed but the only formal actions taken were those cited above.

North Carolina is Now Zoned

As shown on page 127 of this issue, the State of North Carolina is now divided into three parts for purposes of selecting in rotation officers for the Association to represent the different sections of the Commonwealth. The division shown was unanimously decided upon by the Executive Committee after it had studied each of the three possible plans that might be used.

Plan 1 was based upon geography. Under its provisions the total square mileage of the State is divided into three equal parts, one-third located in the West, one-third in the Center, and one-third in the East. No other consideration but area is taken into account. Such a plan is unsatisfactory because it would give to one of the sections containing relatively few pharmacists the same representation allowed another section that has far more pharmacists living in it.

Plan 2 is based upon membership in the Association. Under it the number of members in each county is counted, and the county units are then equally grouped so as to have a western, a central, and an eastern zone. At first examination this plan seems the logical one to adopt because, after all, the officers selected to run the Association must be members of the organization, and the pharmacists holding membership are the proper persons to consider in deciding where officers are to come from. This plan would unquestionably have been selected except for the fact that the members are constantly shifting about in their locations and any equal division made this year would likely become an unequal division next year.

Plan 3 was adopted. It is based upon the number and residence of registered pharmacists in North Carolina. To appreciate its advantage over the second plan it is necessary to consider two premises that are easily proved. (a) Although registered pharmacists move about from county to county, or zone to zone, there is practically no change in the number of registered pharmacists found in a given county from year to year. Blank County may not have the same pharmacists in it in 1930 as it had in

1929, but it has the same number of pharmacists. This statement does not apply to Association members. (b) Appreciably more than 80 per cent, of the white registered pharmacists in North Carolina are now members of the Association. Next year nine-tenths of them all may be affiliated. Any plan of division should consider potential strength rather than actual strength, especially in a growing association such as the one in North Carolina and when it is remembered that the plan adopted does not actually go into effect for almost a year. These two premises coupled with the further fact that the county divisions under Plan 2 were almost identical with those found in Plan 3 caused the Executive Committee to use the number of registered pharmacists rather than the number of Association members as the basis of division. An added inducement was the realization that the zoning prescribed for this year would be serviceable for several years to come, thus doing away with the necessity of an annual revision of the map.

Turning now to the map itself one sees certain interesting facts. First we find that 11 counties in North Carolina do not number a single registered pharmacist. The drug needs of their people are served—when they are served at all—by dispensing physicians. These counties are Avery, Graham, and Clay in the West; Stokes in the Center; and Currituck, Camden, Gates, Dare, Hyde, Pamlico, and Jones in the East. These counties collectively contain 3,868 square miles and 101,455 people, and yet they possess not a single licensed pharmacist. Eight counties have only one registered pharmacist each. They are Alleghany, Ashe, Yadkin, and Yancey in the West, and Hertford, Greene, Onslow, and Perquimans in the East. Ten counties have two pharmacists each. The most densely populated counties from a pharmaceutical standpoint are Mecklenburg (78), Wake (69), Buncombe (61), Guilford (59), and Forsyth (41). The next fact that stands out is the comparatively small area found in the Central Zone. With only 12,743 square miles and 25 counties it numbers 5 more registered pharmacists than the Eastern Zone with 21,884 square miles and 41 counties, and 6 more licentiates than the West with 14,113 square miles and 34 counties. This fact has little importance except as showing that the central part of North Carolina is much more densely populated than either the eastern or western parts. Can this be explained altogether by saying that it has no mountains, no swamps, and no sounds to add acreage but to subtract opportunities for agriculture and industry?

Let Tomorrow Take Care of Itself

How far ahead lies prosperity; how much longer must financial depression be endured? One group, presumably well advised, insists that we are ready to start up the incline towards good times and it presents plausible proof in evidence thereof. Another group, composed of authorities of no less note, contends that the U-shaped floor of the Depression has not yet reached its upward angle. One school of economists would have us believe that a return to normal conditions will be rapid; another says it will require three years for the world of business to reach another peak of prosperity. From this confusion of opinion we emerge with a single thought in mind, namely that it is a good idea to treat this Depression as though it were going to be permanent and so shape our policies and so intensify our efforts as to make a success under present conditions and let tomorrow's fate be worried about by experts and those who are going to worry about something anyway. If good times come again soon we can enjoy them; if they do not,—well our sails are trimmed to meet rough weather. This much is certain: if a retailer by clever adjustments—closer buying, lesser overhead, faster turnovers, lesser unit profits, more intelligent management, less grumbling over unchangeable facts—can manage to keep his concern on a paying basis in hard times, he can use the same system with multiplied advantages in periods of prosperity. Treat today as though today were going to be tomorrow, and if you treat it right you will not be disappointed in the way its successors treat you. It's a case of Grin or Grumble, Fight or Flunk, Sail or Sink, Paddle or Perish. The Depression is here; it has been here a year and we are still eating, still

clothed, still enjoying what were considered luxuries within the memory of every man old enough to own a drug store. We may not be getting rich but we are learning a lesson that the best of us need. We may not be riding around in Packards, but we are at least driving one of the new Fords, and in it we can do our sixty any old time, and think of all the gasoline we are saving.

All of this may sound like Pollyanna piffle but if it is practiced it will do more good than all of the groans that ever were whined.

Druggists in the Legislature

We are happy to note that both branches of the General Assembly will have druggists in them when the Legislature convenes in January. Mr. K. E. Bennett, of Bryson City, will be in the Senate, and Mr. R. T. Fulghum, of Kenly, will be in the House. Mr. Bennett has had previous service in the Legislature as he was a senator in 1917. Incidentally the ticket on which he won has been contested by the Republicans and there is a chance that he will not be permitted to take office but we hope nothing comes of the contest. Assuming that nothing does the druggists of North Carolina will be represented by two able and popular men who will exercise every effort to see that the interests of the drug business are protected when the wheels of the law will begin to turn. We wish that more druggists had sought a place in the Legislature because their help would have been needed, but since this did not happen we are glad that we at least have two good men on whom to depend when the General Assembly gets under way. We congratulate Messrs. Bennett and Fulghum upon their election; we congratulate the State for having their service; we congratulate ourselves that pharmacy is going to have real friends where they can do the most good.

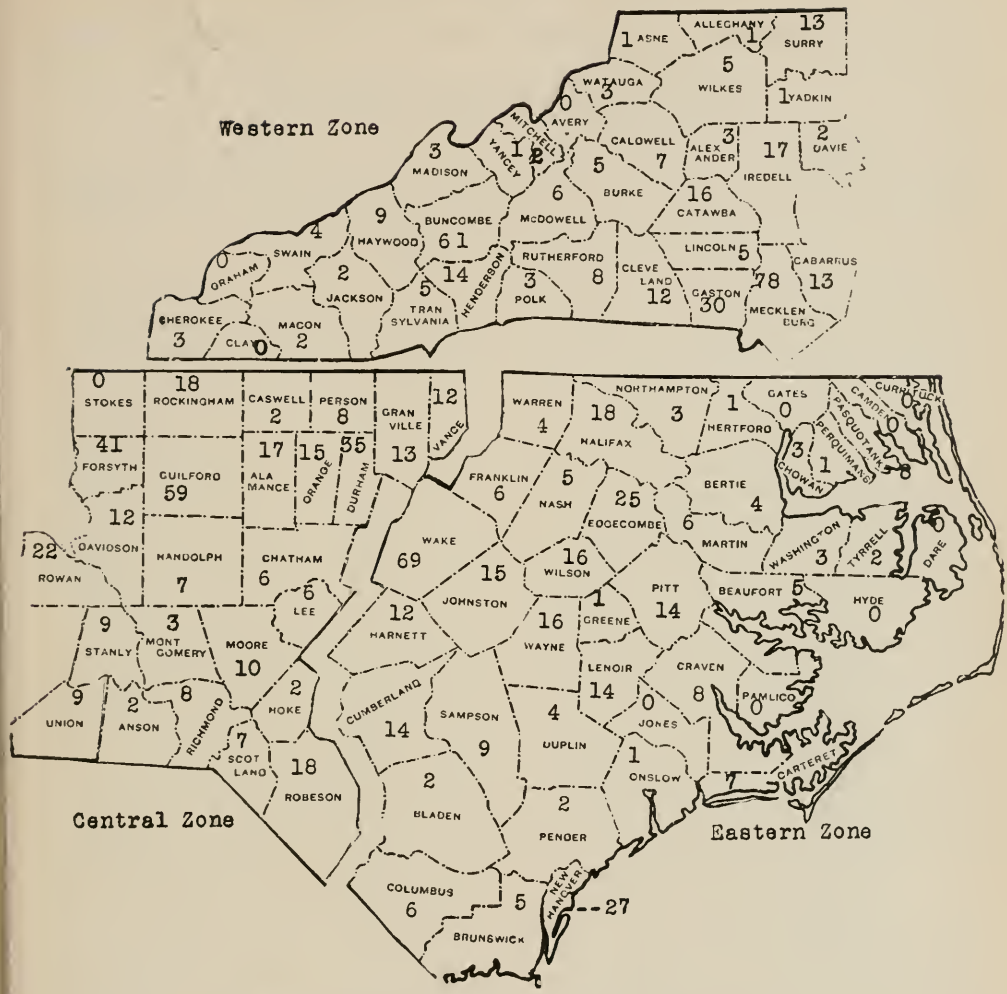
What is a Deadly Dose?

Quite a few years ago the editor was attempting to teach a class of pharmacy students how to make camphor pills, using powdered soap and castor oil as excipients. The formula called for 3 Gm. of camphor to be made into 18 pills. Before the mass was rolled into a cylinder for cutting it was about the size of a large marble. One of the boys remarked to his desk-mate that he surely would hate to swallow such a mess. The latter opined that it wouldn't be so bad. Whereupon a wager was made. A, first named, bet B, second named, one dollar that he wouldn't swallow the whole mass. B took the bet, thoughtlessly assuming that he would be taking 3 *grains* of camphor, and thereupon put the whole business in his mouth, gulped a few times, called for his dollar, and then began talking merrily of the fun he could have with the money. (A dollar was a dollar in those days, especially to a college boy.) Shortly thereafter the editor happened upon the scene, learned that B had taken 3 *grammes* of camphor through belief that the amount was 3 *grains*, and was, naturally, very alarmed. His fear, however, was insignificant compared with B's when the latter was told that he was working with the metric system and had swallowed 46.5 grains of a drug having an average dose of 3 grains.

B dashed madly out of the laboratory looking for a doctor, breaking all track records in his flight. Not a doctor in Chapel Hill could be located, and B's travel was so rapid that the editor couldn't catch him to administer first aid. Round and round the campus the chase continued, B looking for a doctor, the editor looking for B. Neither was successful and finally three hours passed. As dusk was settling upon the village B was found, sitting 'way back in a corner counting his pulse. A bit pale he was and breathing faster than normal, but fear and exercise were responsible. The camphor harmed him not at all, although theoretically he was dead.

B later secured his license, practiced pharmacy in Greensboro and Sanford for several years, and is now studying for the ministry. His name is—but perhaps we had better not tell.

Not long ago Dr. James H. Beal said that there was only one possible definition for a poison: "too much." Forty-six grains of camphor did not hurt B that day. The very next day it might have killed him as it would certainly poison most people most of the time. This story has a happy ending because B did not take "too much" camphor.



NORTH CAROLINA DIVIDED INTO THREE ZONES

The state above, divided into three parts, shows the manner in which the Executive Committee of the N. C. P. A. decided to zone North Carolina in order that hereafter in Association elections there may be a regular rotation and distribution of officers to represent in the organization the western, central, and eastern parts of the State. The basis of division is the number of registered pharmacists living in each of the three sections. The numerals printed in each county on the map indicate the number of registered pharmacists located therein. The Western Zone contains 34 counties and 335 pharmacists. The Central Zone contains 25 counties and 341 pharmacists. The Eastern Zone contains 41 counties and 336 pharmacists. This is the most exact division that could be made without splitting the counties.

LEGAL SECTION

FREDERICK O. BOWMAN, LL.B., *Editor* Chapel Hill, N. C.

Classification of Taxpayers Under Schedule B, Revenue Act, 1929

Below is statement of the North Carolina taxpayers under individual business classification as reflected in the State License Collection Records, for the year 1929-1930, showing the section under which paid, classification, number paying the tax, and the amount of tax paid. (Many of the classifications taxed are omitted for lack of space).

Sec.	Classification	Number	Tax
102	A Theatres	8	$ 3,180.00
	B Amusement Parks	1	400.00
103	$300 State-Wide Traveling Shows	9	3,790.00
	Traveling Shows—Location	40	
104	Moving Picture Shows	296	45,686.25
105	Leasing Moving Picture Films	14	10,500.00
106	Circuses—Locations	80	7,640.00
107	Carnivals	10	3,300.00
109	Professions		132,095.10
	Accountants—Public and Certified	147	
	Architects	59	
	Chiropodists	20	
	Chiropractors	75	
	Christian Scientists	36	
	Dentists	682	
	Engineers—Civil, Electrical, Etc.	146	
	Healers and Faith Doctors	16	
	Lawyers	2,075	
	Landscape Architects	5	
	Optometrists	120	
	Osteopaths	34	
	Photographers—Canvassers, Agents, Etc.	235	
	Physicians	2,000	
	Veterinarians	74	
110	Real Estate and Rental Agents	948	22,476.25
114	Undertakers	591	17,782.75
119	Automatic Machines (all kinds)	410	22,002.50
120	Peddlers		13,165.00
	Free Licenses	180	
	Paid Licenses	148	
123	Mercantile Agencies	3	750.00
126	Hotels	619	23,379.62
127	Cafes and Lunch Stands	4,825	38,701.95
130	Slot Machines	4,050	18,098.75
134	Bottling Works	171	53,592.50
	Wholesale Distributors	86	
140	Barber Shops	2,116	14,614.45
	Beauty Parlors	298	
144	Bottled Drinks	19,386	123,479.00
	Soda Fountains	1,340	
147	Piano and Organ Dealers, Radio, Etc.	1,501	70,325.00
149	Tobacco Dealers and Jobbers	21,940	162,280.50
153A	Service Stations or Accessory Dealers	12,085	170,651.08
155	Electricians	204	16,493.00
	Plumbers	353	
158	Industrial Banks	49	4,195.00
161	Manufacturers of Ice Cream	67	5,277.50
162	Chain Stores, One in Each Chain Exempt	1,283	63,445.00
	Total Amount of Tax Collected Under Schedule B for year		$1,865,104.39

The Capper-Kelly Fair Trade Bill

The writer has been questioned many times in recent weeks while visiting the drug stores of the State concerning the Capper-Kelly Fair Trade Bill, and many of our members have expressed keen disappointment because the measure could not be brought to a vote before Congress adjourned on July 3.

While it is both disappointing and unfortunate that the measure could not be reached and voted upon as planned, due to a legislative jam that developed in the closing hours of the session, it must be admitted that the advocates of the principle of price maintenance legislation have made far more progress in the past year than during any like period since the fight for this legislation was inaugurated more than sixteen years ago.

The Capper-Kelly bill now occupies a privileged status on the House Calendar and is scheduled to be called up for final consideration and passage immediately after the Vestal copyright bill is disposed of, under a special rule issued prior to the issuance of the special rule for the consideration of H. R. 11, when Congress reconvenes December 1. Positive assurance has been given Congressman Kelly by the leaders of the House that the measure will be called up as scheduled. Chairman Frank T. Stone of the Legislative Committee of the N.A. R.D., states that nothing can prevent a vote on the Capper Kelly bill in the House at the short Session of Congress except the determination on the part of the Hoover Administration and its leaders in the House to prevent a vote, and Congressman Kelly predicts its passage by an overwhelming majority, having stated that "Not Fifty Congressmen Will Be Willing to Vote Against It." The bill follows, study it.

> That no contract relating to the sale of a commodity which bears (or the label or container of which bears) his trade mark, brand, or trade name of the producer of such commodity, and which is in fair and open competition with commodities of the same general class produced by others, shall be deemed to be unlawful, as against the public policy of the United States or in restraint of interstate or foreign commerce or in violation of any statute of the United States, by reason of any agreement contained in such contract—
>
> That the vendee will not resell such commodity except at the price stipulated by the vendor.
>
> Sec. 2. Any such an agreement in a contract in respect to interstate or foreign commerce in any such community shall be deemed to contain an implied condition.
>
> (a) That during the life of such agreement all purchasers from the vendor for resale at retail in the same city or town where the vendee is to resell the commodity shall be granted equal terms as to purchase and resale prices:
>
> (b) That such commodity may be resold without reference to such agreement—
>
> (1) In closing out the owner's stock for the purpose of discontinuing dealing in such commodity or of disposing toward the end of the season, of a surplus stock of goods specially adapted to that season:
>
> (2) With notice to the public that such commodity is damaged or deteriorated in quality, if such is the case; or
>
> (3) By a receiver, trustee, or other officer acting under the orders of any court or any assignee for the benefit of creditors.
>
> Sec. 3. Nothing contained in this act shall be construed as legalizing any contract or agreement between producers or between wholesalers or between retailers as to sale or resale prices.
>
> Sec. 4. As used in this Act—
>
> (1) The term "producer" means grower, packer, maker, manufacturer or publisher.
>
> (2) The term "commodity" means any subject of commerce.

Analyzing the proposed bill it is seen that it does just these things and no more.

(1) It permits a contract between vendor and vendee, in special classes of commodities, namely, standard articles identified by trade-mark, etc., that the vendee will not resell except at a stipulated price.

(2) It guards the rights of other dealers in the same town.

(3) It permits the vendee to sell at his own price, to close out his stock when ceasing to deal in the commodity specified and to sell at will when goods are damaged, etc., and

(4) It specifically guards against agreements as to selling prices between producers, or wholesalers, or retailers, as such.

Therefore, with proper safeguards, the bill restores the liberty of contract which has existed under the common law from the earliest times and until the Anti-Trust-Act in 1890. In other words, substantially what is accomplished by the bill is to restate the principle of the common law and to restore the liberty of contract so far as the Sherman Act interferes with that liberty in the special class of cases covered by its provision.

Let us quote a few paragraphs from a recent speech of Congressman Kelly on the Capper-Kelly bill. "What is this bill? We ought to know what it is not first of all, judging from the reports being put around regarding it, misinterpretations of it.

"It is not a mandatory measure. It does not compel any manufacturer or wholesaler to do anything. It simply permits them, if they mutually agree to do so, to protect the price of the article specified in the agreement.

"There is nothing new or revolutionary about it. It is the American plan of doing business. Up until 1911 it never had been questioned. I could read one hundred reports of Federal courts and district Federal courts where they say that it is not only just and legal to have a contract such as here provided, but that it is absolutely essential to the conduct of trade-mark business.

"Every court agreed to that until 1911. In 1911 the Supreme Court of the United States took an appeal from the Dr. Miles case, and in that decision by a five to four majority, they there decided against all the decisions of all the years of the past. They said it was against the Sherman anti-trust law and, therefore illegal and void. That changed the entire system of business, and it has been going toward domination, toward what I consider un-American progress, un-American trend, ever since that day.

"The Supreme Court of the United States wrote a law, the Supreme Court made out of that anti-trust law a provision that Congress never did intend. The law-making body was trying to help the little independent in business. It prohibited these great monopolies that were growing from such unfair practices that would destroy competition. That was the purpose of the measure. Standard Oil, tobacco trust, and others, were flourishing and they were doing it on cut prices. They were going into territories where independents were operating and cutting prices to ruinous level and, when the independent went out of business, then the monopoly put its prices up to a point where it could recoup all its losses.

"That was the condition in 1890 when

(Continued on Page 136)

THE PRESIDENT'S MESSAGE

Fellow-Members of the North Carolina Pharmaceutical Association:

Congress convenes again in December, at which time the Capper-Kelly Bill is scheduled to come before the law-makers for consideration. According to authorities, as the matter now stands a large majority of the members are already pledged to support the bill and it has the best chance it has ever had of becoming a law. So far, so good. But we can never tell what may happen. We must not let down in our efforts to bring all the pressure we can muster upon our representatives to use their utmost powers to see that this bill is not shoved aside, but is acted upon at the earliest possible moment after Congress convenes. From all reports, Victory is just behind the corner and it is our duty again to bring to the attention of our representatives the great importance of early action on this Bill.

Let me urge every member of our Association to write now to every North Carolina representative about the importance of this bill to us, urging them to stand by the measure as they have already promised. Please don't let this letter slip from your minds! Don't think that the other fellow will attend to this responsibility! Write today!

The N.C.P.A. expects every man to do his duty. If you will do your bit "Happy Days Will Be Here Again."

Yours sincerely,

(Signed) Chas B. Miller, *Pres.*

THE T. M. A. PAGE

STERLING L. HUBBARD, *Editor* Box 270, Reidsville, N. C.

Foreword

Did you notice, fellow-members of the T.M.A., that the last issue of the Journal was actually a T.M.A. number? The editorial staff has shown that they are anxious to give us 100 per cent. co-operation; that they believe the T.M.A. Section should appear in every issue of the publication. However, neither the management of the Journal nor any one of us can put the section over! We must have the help of everybody. This is a real S.O.S. Send us some news about yourself or another T.M.A. member. We promise that it will appear with proper box car headlines. And while you are doing your bit, don't forget to sign up several members for the T.M.A. We need, want, and must have your co-operation!

"We may live without pastry,
We may live without stews,
But no club we know of
Can live without DUES.

"We might get along without entertainment
And we might not have the blues,
But we never knew a club paper,
That could get along without NEWS."
Come help make some. (Copied).

And They Say the Job's Easy

Somebody told us once that a secretary's job is an easy one. He doesn't know! It isn't! Just listen to this:
"If he writes a letter it is too long.
"If he sends a post card it is too short.
"If he calls a committee meeting he is butting in.
"If he doesn't call it he is a shirker.
"If he duns members for dues and assessments he is insulting.
"If he does not collect them he is lazy.
"If he asks for suggestions he is incompetent.
"If he does not ask for suggestions he is bull headed.
"Ashes to ashes and dust to dust, if others won't do it, the Secretary MUST." (Copied).

Around N. C. Territory

Apologies to **Mr. H. J. Latta**, the Reed-Cook man! His name appeared in the Proceedings list of T.M.A. members with his home address given as Salisbury. Friend Latta lives in Fayetteville. We caught our error in time to make the correction in the November list of members, but to make sure that all of Mr. Latta's customers have his correct home address we are taking this means of calling the matter to the attention of JOURNAL readers.

Your Secretary noted that the T. M.A. was well represented at the Carolina-Ga. Tech game. **Messrs. Allen Cross, Floyd Coble, Tom Crutchfield, Dewey Pollard** were seen enjoying—Oh, yes, the game. Confessing—so was your secretary enjoying—the game.

It has been called to the attention of the editor of this page that a certain young lady always accompanies a certain T.M.A. member to all parties, football games, etc. It is generally understood that this young lady has been seen wearing a beautiful diamond on her left hand. We are just wondering what all this means. Of course, we won't call any names but this T.M.A. member sells candy and his firm is in Philadelphia.

Mr. H. L. Barnes, of I. Fischman and Sons, who makes his home in Raleigh, has been spending some time in Atlanta, assisting the Atlanta office of his firm in closing a big soda fountain deal.

The T.M.A. is delighted to have back with them **Mr. John R. Brownie,** representing Dr. Miles Medical Company. His home address is P. O. Box 150, Berkeley, Norfolk, Va. Brownie "admits" that Dr. Miles remedies are O. K.

The members of the T.M.A. were genuinely distressed to hear of the illness of **President Frank P. Graham** of the State University and are delighted to learn that he is rapidly recovering. (While Mr. Graham was in the hospital your Secretary sent flowers to him for the T.M.A.)

HAPPENINGS OF INTEREST

ALICE NOBLE, *Editor* Chapel Hill, N. C.

Board of Pharmacy Meets

The North Carolina Board of Pharmacy met in Chapel Hill on November 18-19. The following candidates for license successfully stood the examinations for pharmacists: **Messrs. H. C. Bell**, Bessemer City; **C. R. Hoggard**, Norfolk, Va.; **A. D. McNeil**, China Grove; **G. F. Murr**, High Point; **O. K. Richardson**, Sparta; **H. E. Whitley**, Monroe; and **W. M. Wynn** (col.), Powellsville. Five persons successfully stood the assistants' examination: **Messrs. E. G. Barefoot**, Canton; **J. F. Carrigan**, Salisbury; **T. N. Griffin**, Statesville; **E. L. Kritzer**, Salisbury; and **L. D. Russell**, High Point.

Eastern Carolina News

F. L. BUNDY, *Reporter*

Friends of **Dr. Cyrus Thompson**, of Jacksonville, learned with regret of his death on November 20. "Dr. Cy" was well known and liked by the druggists and traveling men throughout eastern Carolina. **Mr. Cader Rhodes**, proprietor of the College Court Pharmacy, of Raleigh, is a son-in-law of Dr. Thompson.

A wedding of interest to druggists in this State was that of **Mr. Alpheus Jones**, of Warrenton, and Miss Alice Taylor, of Soudan, Va. The marriage took place at the Clarksville Methodist Church. Following the wedding there was a reception at the home of the bride's mother. Mr. and Mrs. Jones will make their home in Warrenton where the former is a proprietor of the Hunter Drug Co.

Another Warrenton wedding of interest was that of **Mr. Stewart Crinkley** to Miss Mildred Allen, of Richmond, Va., at the Fulton Hill Methodist Church in Richmond on October 13. Miss Allen is a graduate nurse of Westbrook Sanitarium, Richmond. Mr. Crinkley makes his home in Warrenton where he is connected with the Hunter Drug Co.

Still another wedding of interest was that of **Mr. Edward R. Thomas, Jr.**, of Erwin, to Miss Evelyn Lovelace, of West Point, Ga., which took place at the Hay St. Methodist Church in Fayetteville. Mr. Thomas is associated with his father in the drug business.

The Norwich Pharmacal Co. will hold its semi-annual sales and advertising meeting at the Hotel New Yorker in New York City on December 22-23. **Messrs. F. L. Bundy** and **J. K. Civil**, North Carolina Norwich salesmen will attend.

Mr. C. H. Fleming, proprietor of the C. H. Fleming Drug Co., on W. Martin St., Raleigh, has opened a new drug store in the recently completed Capital Club Building in the capital city. The formal opening was held on November 18 from six to ten in the evening. Refreshments were served free to customers and music was furnished by an orchestra. **Mr. Chas. G. Hicks, Sr.**, is in charge of the prescription department. Mr. Fleming has many friends among the druggists and traveling men who are wishing for him much success in his new store.

All Around the State

M. J. LEIMKUHLER, *Reporter*

Fire of unknown origin practically destroyed the Winstead Drug Co., of Elm City, early on the morning of October 21. The damage, estimated at $12,000, was practically covered by insurance.

R. Blacknall and Son, of Durham, have a most attractive store in their new location opposite the Washington Duke Hotel. The fixtures were made by the Georgia Show Case Co.

Mr. J. B. Jones, formerly manager of the City Drug Co., of Lexington, will open a new store in Lexington early in January. The name has not been decided upon definitely, but in all probability it will be the Jones Drug Store. Fixtures will be installed by the Georgia Show Case Co., while the fountain will be a "Green." The phar-

macy will be located on W. Center and N. Main Sts. at the Court House Square.

Mr. J. T. Hough, for many years prescriptionist for the Independence Drug Store, of Charlotte, is now associated with Derrick's Pharmacy in the same city. **Mr. L. D. Cain,** formerly with Whalen's, of Greensboro, succeeds Mr. Hough at Independence.

Mr. Carl T. Miller, a native of Wilmington and more recently of Asheville, is now connected with the O. Henry Drug Stores of Greensboro. **Mr. C. W. Ellington,** of Salisbury and Raleigh is also a recent addition to the O. Henry staff.

Mr. Joe Lazarus, who has been prescriptionist for the Lee Drug Store, of Sanford, for some time, is now the sole owner of this store, having recently purchased the interests of **Messrs. J. A. White** and **Lord.**

Mr. Jesse Whitley, of Fremont, is confined to the Government Hospital at Oteen near Asheville. We feel sure that Jesse will be glad to hear from his friends. Letters should be sent to Ward R. 2, Oteen, N. C.

Mr. W. A. Sappenfield, formerly of New Bern and of recent years representative of Eli Lilly and Co. in eastern North Carolina, has accepted a position as prescriptionist for the Stonewall Pharmacy, of Charlotte, succeeding **Mr. Robert Savage,** who has been transferred to another Stowe store—the Peoples Drug Store.

Dr. J. Clegg Hall, proprietor of Hall's Pharmacy, of Albemarle, died on October 3 after a short illness. For the time being the store will be operated by his widow with the former manager, **Mr. W. L. Lamar,** in charge.

Mr. J. C. Powell will open a new store in Charlotte early in December in Wilmore, a suburb. Mr. Powell was formerly a part owner in Powell's Pharmacy, of Charlotte, and his interest in this store has been taken over by **Mr. C. W. Eason.**

The many friends of **Mr. T. A. Walker,** are sympathizing with him in the loss of his father, who died suddenly on November 2nd.

Mr. M. M. Sessoms, formerly of Williamston, is now with Eckerd's of High Point.

Mr. H. C. Lutz, of Hickory, has been quite ill for six weeks in the Charlotte Sanatorium. He is now on the road to recovery and is recuperating at his home in Hickory.

Mr. Emmet O. Chandler, recently registered in this State by reciprocity with Virginia, is with the Chandler Drug Co. in Leaksville.

Mr. J. H. Kirby, of Kenly, formerly with the Peele Drug Store, of Kenly, is now with the Kinston Pharmacy, of Kinston.

Mr. T. R. Carothers, has accepted a position with Hutchins West End Drug Store in Winston-Salem.

Mr. J. T. Dillehay, of Southern Pines, is prescriptionist for the Clayton Pharmacy in Clayton.

The druggists of Goldsboro are buying their prescription blanks together without any doctor's names printed thereon. These blanks are printed in regular form and across the bottom of each is printed, "Take this to Your Drug Store." The cost of the blanks is borne jointly by all the Goldsboro stores.

Piedmont Topics

JOHN K. CIVIL, *Reporter*

Scruggs Drug Stores of Asheville, have recently moved their Haywood St. store to Andrews.

The many friends of **Mr. Jeff Reeves,** proprietor of the Waynesville Pharmacy, of Waynesville, will regret to learn he has been confined to his home for the past two weeks on account of illness.

Mr. C. D. Stowe, formerly with Smith's Drug Store, of Asheville, has accepted a position with Goode's Drug Store in the same city.

General News Items

Mr. R. D. Ackerman has opened a new drug store in Mt. Airy under the name of the Ackerman Drug Co.

Mr. G. A. Gurganus, of Bethel, a student last year in the U. N. C. School of Pharmacy, is now with the Taylor Drug Co., of Winston-Salem.

Mr. Wm. McGibbon, Mgr. of the Pacific Coast Division of Eli Lilly and Co. for the past four years, added to his responsibilities on October 1st the management of the Northwestern Division of Lilly business, with headquarters in Chicago. He succeeded **Mr. M. A. Wallace,** who recently resigned his position with the company to enter business for himself.

Mr. C. C. Seawell is with the Grissom Drug Co. at Greensboro.

Mr. Chas. Powers, of Florida, who was registered this year in this State by reciprocity with Pennsylvania, is now prescriptionist for Choate and Browne in Elkin. He was formerly with the Leaksville Drug Co. at Leaksville and has been succeeded by **Mr. Ralph L. White,** formerly of Troy, registered in this State in 1929 by reciprocity with S. C.

Mr. J. B. Allison has accepted a position with the Liberty Drug Co. at Liberty.

The JOURNAL takes pleasure in announcing that **Messrs. J. E. F. Hicks,** of Hicks and Hawley's Drug Store, of Goldsboro, and **J. C. Brantley, Jr.,** who is associated with his father in Brantley's Drug Store in Raleigh, have recently affiliated with the N. C. P. A.

Mr. F. S. Goodrum on November 1st severed his connection with the Wolfe Drug Co. in Hickory to accept a position as representative of the Upjohn Co. with headquarters in Richmond.

Mr. G. K. Moose, of Boone, was elected District Governor of the Carolinas district association of Civitan Clubs at the annual convention held in Greensboro recently.

Mr. Dick Jacobs has purchased the Patillos Drug Store in Gastonia and taken over the management of the business. **Mr. L. B. Stacy** will continue in charge of the prescription department. The firm is now operating as Jacobs Pharmacy.

The Butler Drug Co., of Salemburg, has been incorporated to conduct a general wholesale and retail drug business. Authorized capital stock $20,000. Subscribed stock, $5,000 by **Messrs. Robie Butler, H. S. Jennings, of Salemburg,** and **C. R. Butler,** of Dunn.

We understand that a petition in bankruptcy has been filed by the Lane Pharmacy, Inc., of Tarboro.

The Burlington Drug Co., of Burlington, has moved into new quarters on Front St. and new furnishings and attractive fixtures have been installed.

Worthy and Etheridge, of Washington, and Herring and Etheridge, of Oxford, have completed the installation of new soda fountains.

Dr. Henry Stoddard Johnson has been elected Dean of the Connecticut College of Pharmacy.

Mr. J. B. Nelson, of Randleman, has accepted a position with the City Drug Co., of Burlington. He was formerly with Nowell's Pharmacy in Greensboro.

The McNeely Drug Co., of Charlotte, has been incorporated and is operated as the Tryon Corporation, with **Mr. S. S. McNeely** as president, **Mr. R. P. McNeely,** as vice-president, and **Mr. S. S. McNeely, Jr.,** as secretary-treasurer. Mr. McNeely, Sr. has been a stockholder in the Tryon Drug Co. since he moved to Charlotte from Mooresville in 1906. Some time ago he acquired the entire stock. The Tryon Drug Co., No. 2, began business a few months ago and more recently a third store was opened. **Mr. S. S. McNeely, Sr.** will continue in charge of the original Tryon store, while his namesake will be in charge of the No. 2 store, and **Mr. R. P. McNeely** will manage the third pharmacy.

Cash estimated at $380 and checks at $80 were taken from the safe in the Southside Drug Store at S. Henderson recently. The robbery was discovered when the store was opened for business the next morning and evidence pointed to the fact that the job was the work of men familiar with safe robberies. Entrance to the store was gained after the robbers had sawed off the lock of the front door. The safe doors were then prized open. The loss was covered by burglary insurance so the pharmacy will lose nothing except the cost of the repairs to the safe.

Druggist's Alarm Signal Effective

Mr. W. A. Ward, proprietor of Ward's Pharmacy of Swannanoa, had missed money from his safe on several occasions. Finally he thought of a scheme to catch the burglar. He rigged up an alarm with two feet of dental floss and one Big Ben alarm clock, tying the floss to the front of the money drawer and running it back to the cut-off switch of the clock. When the drawer was opened it pulled the switch, causing the clock to alarm. The clock was not running, merely set to alarm at the moving of the string. One Sunday evening, while Mr. Ward was in the front of the store, the alarm sounded in the rear of the building. When he got to

the safe it was open and the culprit was there. The man was arrested, tried and given two years' suspended sentence. He plead guilty also of taking $30.00 at another time. The Judge was disposed to be lenient as the man had a wife and two small children.

Welcome Home

We take pleasure in announcing that **Mr. J. M. Salter**, of Hendersonville, is again making calls on North Carolina druggists. For the past several months he has been representative of Russell McPhail's Chocolates in Virginia territory. Recently he resigned and is now manufacturer's agent for the Shenandoah Valley Apple Candy—made in the center of the large apple orchards in the Shenandoah Valley at Winchester, Va. His territory takes in the two Virginias, the two Carolinas and a part of Tennessee. His headquarters will still be in Hendersonville. We are glad to welcome Mr. Salter back home.

Pharmacy Fraternities Pledge Members

The pharmacy fraternities at the State University announce the pledging of the following students:

Kappa Psi: **Messrs. J. L. Womble, Jr.**, Moncure; **J. K. Chapman**, Womelsdorf, Pa.; **H. G. Brown**, Efland; **S. T. McDaniel**, Woodland; **M. M. Brame, Jr.**, Winston-Salem; and **F. A. Holt**, Graham.

Phi Delta Chi: **Messrs. J. W. Jones**, Pink Hill; **W. B. Matthews**, Charlotte; **R. L. Lineberry**, Harrellsville; **J. V. Woodard**, Princeton; **L. M. McCombs**, Salisbury; **C. P. Thompson**, Swepsonville; **L. R. Creech**, Smithfield; and **F. M. Moss**, Lowell.

A Warning to Druggists

The following letter is self-explanatory. Druggists should give heed to the friendly warning:

Waynesville, N. C.,
October 13, 1930.

The Carolina Journal of Pharmacy,
Chapel Hill, N. C.

Gentlemen:

We are writing to ask if you have space in your next issue of the JOURNAL to publish this warning to all druggists.

A man came into our store about two weeks ago and presented himself as representative of the Ramon Novelty Co., East Wooster St., New York City, a concern which sells penny weighing scales. We contracted for one. The lease on it was $30.00, but the man said that if we would pay cash for it he would deduct ten per cent. We accepted the offer and gave him a check for $27.00. We waited for the scales until the thirteenth of October. Then we wired to the company, only to have the telegraph company report back to us that there was no such company or street in New York City. We were fleeced for the $27.00 and so were a good many other people in this section in addition to druggists. The man was a clean cut, easy talking person with a boil on his neck, and he would offer most any kind of inducement to take the scales. If any one gets any trace of the man we would thank him to notify the Waynesville Pharmacy, Waynesville, N. C. He signs his name as B. Kirkwood.

Very truly yours,
(Signed) THE WAYNESVILLE PHARMACY,
By I. H. Thackston.

Druggists Address Rotary Club

"Services of the Drug Store to the Community," was the subject of an address by **President C. B. Miller**, before a recent meeting of the Goldsboro Rotary Club, in a program turned over to the druggists in observance of National Pharmacy Week. A large number of Goldsboro druggists, as well as two from Mt. Olive, were present. **Mr. W. E. Lewis**, of Mt. Olive, gave a talk on "The Sources of Drugs."

Stolen Automobiles Located

A Buick sedan, belonging to **Mr. W. A. Crabtree**, was stolen late one afternoon recently from in front of his drug store in Sanford. It was found several days later a few miles from Henderson with the gas tank empty. By a singular coincidence a Nash sedan, which was stolen from a Henderson owner about the same time that Mr. Crabtree's car was taken was found in Sanford. Thereupon Mr. Crabtree drove the Henderson car home, delivered it to its owner and brought back his own machine.

Engagements

The engagement of Miss Josephine Carolyn Lyles, of Greensboro, and **Mr. Edward Rogers Goodyear**, of Durham, was announced by the mother of the bride at an elaborate bridge luncheon at the O. Henry Hotel in Greensboro. The wedding will take place in late December. Mr. Goodyear attended the State University School of Pharmacy during the session 1922-23. He was a member of the Phi Delta Chi fraternity. For a number of years he was with the O. Henry Drug Stores in Greensboro, but is now connected with the C. H. King Drug Co. in Durham.

Marriages

Mr. and Mrs. L. A. Wilder, of Clayton, announce the marriage of their daughter, Ida Florence, to **Mr. Paul Love McDaniel**, of Fairmont, on October 22. Mr. McDaniel is prescriptionist for the Cash Drug Store of Goldsboro and the young couple are making their home in the Wayne capital.

Mr. and Mrs. Willard Augustus Everett announce the marriage of their daughter, Ellene Hassell, and **Mr. William McDowell Matthews**, of Wilson, on the afternoon of November 14 at the Christian Church in Robersonville. After a wedding trip Mr. and Mrs. Matthews will be at home to their friends in Wilson where the former is associated with his father in the Matthews Drug store.

Deaths

Friends were distressed to learn of the death of **Mr. Wm. Paxton Hall, Jr.**, one of the leading business men of Forest City, which occurred at his home following a three months' illness with high blood pressure and Bright's disease. Mr. Hall formerly lived in Shelby but had been engaged in the drug business in Forest City since 1921. He was associated with Mr. J. S. Rudisill in the Hall-Rudisill Drug Co. To the bereaved family the JOURNAL extends sincerest sympathy.

CAPPER-KELLY FAIR TRADE BILL

(Continued from Page 130)

the Sherman anti-trust law was passed. It is a strange thing that the law against monopoly, against the domination of American business, should be made into the greatest weapon monopoly that we have had in American history. Yet that has been the situation.''

Advocates of price maintenance legislation realize that no measure could be a panacea for all commercial ills, at the same time they firmly believe that the proposed bill, if enacted, will do much toward making it possible to bring about a square deal price policy, and, by this is meant putting an end to the uneconomic and unfair trade-practices of predatory price cutting engaged in largely by retail combinations and monopolistic merchandisers, and establishing instead honest, straight-forward business methods in all transactions involving the resale distribution of trade-marked or other branded merchandise.''

The lure of the fireside on these cool evenings is enhanced by the inclusion of The Velvet Kind Black Walnut ice cream in thousands of homes. Druggists throughout the Carolinas find that this justly popular flavor in the DeLuxe Pint Package helps to keep up ice cream sales during the Autumn months.

"Always the Flavors of the Moment"

Southern Dairies
A plant near you

The Carolina Journal of Pharmacy

PUBLISHED MONTHLY BY THE

NORTH CAROLINA PHARMACEUTICAL ASSOCIATION

AT

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The 1931 meeting of the North Carolina Pharmaceutical Association will be held at Wrightsville Beach, June 23-25. Oceanic Hotel, Official Headquarters.

CHARLES PEYTON GREYER, of Morganton

Who Has Just Completed Fifteen Years of Splendid Service on the North Carolina Board of Pharmacy

Deserved Tribute to Mr. Greyer

As this story is written Mr. C. P. Greyer, of Morganton, has just completed his work as a state board examiner following fifteen years of service. He retires from an office to which he was elected in 1916, 1921, and 1926 for five-year terms. He will be succeeded by Mr. W. L. Moose, of Albemarle, who will officially take up his duties on April 28, 1931.

Fifteen years is rather a long time if over such a period one is expected to do a work that carries only nominal pay, makes a tax on time and patience, involves much responsibility, and rewards the laborer only with the satisfaction of performing a necessary duty. Twice yearly the obligation arises of making out a set of fair, searching questions that will test the knowledge of prospective licentiates, and then of grading impartially and accurately the answers received. In this task sympathy must be submerged, personalities forgotten, and the interests of the candidates be made secondary to the paramount consideration of public safety. Mr. Greyer has gone through this ordeal thirty times and is unquestionably relieved that the burden will now be shifted to some one else.

The writer of this article has been intimately familiar with Mr. Greyer's career as an examiner. He has watched his efforts critically and with no prejudice one way or another. As a result of this long-time observation he can say in all sincerity and with simple truth that Mr. Greyer measured up splendidly to every responsibility that fell to his lot as a state board member. With a fine sense of duty went a full measure of ability. No task was too menial to be done graciously; no job too big to be handled capably. If at times he antagonized when he might have been a bit more politic, no man could say of him that he ever acted contrary to what he conceived to be right and just and honorable. If at times he might have compromised a point in deference to majority opinion he nevertheless commanded respect for holding unswervingly to that which in his judgment stood out as the best course. He became an examiner through no expressed desire of his own. He held the office for fifteen years because he proved that he was qualified for the work. On more than one occasion he carried out his duties as an examiner when his physical condition was so impaired by illness as to make the extra effort a serious threat to his health. He leaves his post possessed of the respect of every one with whom he came into official contact. For his able service, for his unselfish devotion to a laborious duty, he is entitled to receive the unqualified gratitude of every pharmacist in this State, and this writer takes the liberty of voicing his own very sincere thanks in the belief that in doing so he will be expressing a sentiment that is general throughout pharmacy in North Carolina.—J. G. B.

EDITORIAL SECTION

J. G. BEARD, *Editor* Chapel Hill, N. C.

High Point's Fine Showing

We congratulate the pharmacists of the Furniture City. Every last one of them is a member of the North Carolina Pharmaceutical Association. Thus High Point is organized 100 per cent. strong. The total number of Association members there is twenty. Certain other communities also show a 100 per cent. affiliation but none is nearly as large as High Point. For the time being, at least, we can point to this rapid growing, progressive city as the capital of the N.C.P.A.

New Advertising Patrons

We are pleased to announce that beginning with this issue three new advertising patrons have joined our publicity column for the year 1931. They are:

John C. Meier Grape Juice Co.,
Garland C. Norris (Dixie Cups),
Harriet Hubbard Ayer.

The products offered by these manufacturers are meritorious, and by their co-operation the firms making them show that they are anxious to offer support to a JOURNAL that is published by and for the druggists of North Carolina.

To these new patrons we offer our thanks. To them and to all of our advertisers we extend the greetings of the season and the cordial hope that during the New Year they will enjoy a period of sound prosperity a part of which will be provided through the help of retail pharmacists in this State.

Prices Not for Sale

(The matter printed below appeared in a Winston-Salem newspaper recently as an advertisement of Van Dyke's Department Store. We reproduce it here as an example of fine publicity.)

Who would think of going into a store and asking, "What have you in prices today?" Yet some stores seem to have nothing but prices for sale!

Most emphatically, we are not among those who affect to disdain the matter of price. We are as much interested in helping you keep down your living costs as we are in helping you keep up your living standards. But we keep price in its place.

Price is to be measured only by its associations. There's all the difference in the world between a low price and a lone price. No price is satisfactory unless you are satisfied with what you get for it.

There is a level below which worthy merchandise cannot be bought and sold. Beware the danger line!

Prices are not for sale at this store. But you can always take low price for granted—just as you take quality and style for granted.

This Competitive Era

(Excerpts from the Business Week)

Women are said to influence or decide 85 percent of all retail purchases, and if the truth were known, most of their decisions are made by the "sound" of the price. Be it melons or canned goods or soap, it is easier to sell them at "three for a quarter" than at eight cents each, because it "sounds" cheaper. The dress that could profitably be sold for $6 is sold readily when marked $6.75, because women have mysteriously decided that $6.75 "sounds" like a better bargain than does $6. Similarly every line of retail merchandise has its "sound" scale of key prices and the successful manufacturer and wholesaler prices his goods so that ultimately the retailer can hit one of those key prices after adding his mark-up. In reducing retail prices it is not possible to make uniform horizontal

(Continued on page 147)

The T. M. A. Emblem

At the suggestion of Mr. Buford R. Stone, of Raleigh, the JOURNAL had an artist make the design which accompanies this article and which is now available to the persons concerned. Electrotypes have been made from the original engraving and these can be furnished advertisers and traveling men at $1.50 each, which sum represents the actual cost of the emblems.

We believe that it would be of advantage to firms who have one or more salesmen affiliated with the Traveling Men's Auxiliary to have the T. M. A. emblem inserted in the lower left hand corner of their advertising space in the JOURNAL. Also we believe it would be worth while for T. M. A. members to use the emblem on their letter-heads. A final suggestion sounds like a blatant bid for business on our part but we offer it nevertheless. It is this: Certain traveling men are connected with firms that do not advertise in the JOURNAL. Such men can purchase one-eighth of a page in each issue of the JOURNAL for a year and in this space show (1) the T. M. A. emblem; (2) the name of the firm; (3) the name of the traveling representative; and (4) the home address of such representative. The cost of twelve such insertions is $12.00.

The emblems are shown on the borders of this page. They have a square base three-fourths of an inch high and one inch broad. They are ready for immediate use or distribution.

Blood Transfusions

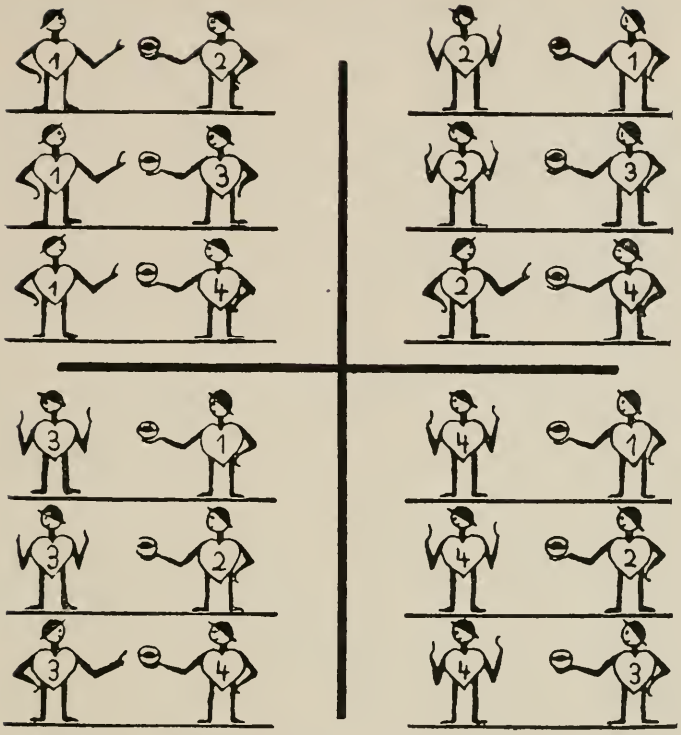
(Abstracted from an article by Dr. Louis Swartz, of the U. S. Public Health Service, which appeared in the December, 1930 issue of Hygeia. Certain other matter has been added to this abstract. A recent award of the Nobel Prize to Dr. Karl Landsteiner for his work on blood groupings makes the information below timely.—Ed.)

There are many diseases and operations in the course of which the patient (called the recipient) is benefitted, even saved, by having put into his veins some of the blood of a suitable healthy individual (called the donor). This tranfused blood supplies needed oxygen, stimulates blood manufacture, and in some cases actually destroys germs or serves as an antidote to germ-poisoning. Before Dr. Landsteiner's researches were completed it was noted by physicians that in many instances in which transfusion was carried out the patient instead of benefitting from the blood received was made worse by it. Now we know that human blood is divided into four groups and that the blood of each group mixes well with the blood of another belonging to the same group. These groups are termed respectively I, II, III, and IV.

The blood consists of a liquid part, or plasma, and red cells, or corpuscles, that float in the plasma. The plasma contains a certain substance called agglutinin, which when it comes in contact with corpuscles of a certain kind clumps them and impairs their usefulness. The corpuscles on the other hand contain a substance called agglutinogen that renders them clumpable. The agglutinins are of two kinds which we may designate "a" and "b." The agglutinogens are also of two kinds designated "A" and "B." Agglutinin "a" can combine with agglutinogen "A" and cause clumping of the corpuscles containing agglutinogen "A", but it will not affect the corpuscles containing agglutinogen "B." Agglutinin "b" will combine with corpuscles containing agglutinogen "B" but will not affect corpuscles containing agglutinogen A. It is evident that normal blood from any one individual cannot contain at one and the same time corresponding agglutinin and agglutinogen because if it did the corpuscles would be automatically clumped and useless. The blood in each of the four groups contains a combination of agglutinin and agglutinogen different from the combination in any of the above groups but the same combination always exists in the same blood groups. Except in rare instances there can be no clumping between individuals in the same group.

The blood group to which a person belongs becomes fully established after the third year of life and is an inherited characteristic which follows the Mendelian law. Starting from this accepted hypothesis it is possible to fore-tell the blood groups to which children from certain matings will belong. For instance, if both parents belong to blood group I, the children will belong to blood group I. It also follows definitely that certain given matings can never produce offsprings belonging to certain blood groups. For example, unions between blood groups I and IV cannot produce children belonging to blood group I. Or, to state it another way, children belonging to certain blood groups can only have parents belonging to certain blood groups. If the child belongs to group I neither of the parents can belong to group IV, or if the child belongs to group IV neither of the parents can belong to group I. Many other combinations can be foretold or shown to be impossible and as a result these blood groupings can be utilized to determine illegitimacy or to identify infants who in hospitals may become mixed. This article, however, is mainly concerned with blood transfusions.

When a physician decides that a transfusion is necessary he first determines the blood group to which the person belongs by a simple test quickly carried out. The physician then secures a volunteer, or else a professional donor, who is physically fit and whose blood group corresponds to that of the recipient. While it is best for donors to be of the same blood group as recipients this need not necessarily be the case if the scheme shown in the table below is followed and the transfusion is slowly given.



Those in group I can receive blood from all the blood groups; those in group IV can give to all the blood groups; those in groups II and III can neither give nor receive from each other.

Just before the transfusion is made the donor's blood is always tested directly against the patient's to avoid chance of a possible mistake. The patient and donor are placed on separate tables along-side of each other with the heads lying in opposite directions and the physician standing between. This brings the left arms of the giver and receiver together. No anesthetic is used. The blood is usually taken from and received into the vein at the bend of the elbow by means of a pump. From 500 cc., or one pint, to 1,000 cc. is transfused. The operation is ordinarily a very simple one.

A properly selected donor suffers no ill effects from the transfusion and in a month's time completely recovers from the loss of blood. It has been found that transfusions given in certain instances to patients suffering from a germ disease such as pneumonia resulted in the patient's rapid recovery. The reason for this is that the blood of the donor destroyed the germs causing the disease because it contained specific antibodies against such disease. In other words the donor was immune to the disease. This fact has resulted in the last few years in the use of human blood in treating certain germ-caused diseases.

An amusing experience is here related. A young Irishman, who acted as a professional donor in a certain hospital, was on one occasion called upon to give blood to a wealthy Hebrew who was ill with blood poisoning. The two conversed during the transfusion and in the course of the conversation the young Irishman remarked that he was descended from the kings of Ireland. The patient recovered and ever since then has been boasting that he has in his veins the blood of Irish kings.

THE T. M. A. PAGE

STERLING L. HUBBARD, *Editor* Box 270, Reidsville, N. C.

Your Secretary and the Editor of this page extends Season's Greetings to you and to yours. He hopes that the Christmas season has been a most joyful one for all of you. And here are the best of good wishes that the New Year will be full to overflowing with all good things for you, for your loved ones and for your firm.

Our good friend, **Dave L. Shreve,** has just returned from Johns Hopkins Hospital in Baltimore where he went for examination and treatment. At the time we go to press Dave is not yet back on the job, but he certainly has our best wishes for a speedy recovery. Many of our readers know that Dave is the popular representative of the Justice Drug Co., of Greensboro, and that his territory is in the Sand Hill Section.

Mr. P. A. Hayes, President of the Justice Drug Co., recently visited Charleston for a few days. While "P. A." is a very busy man, he is never TOO busy to co-operate with the T.M.A. Thank you, "P. A.", we wish we had more "busy" men.

The popular president of the T.M.A. and his wife—**Mr. and Mrs. W. McElveen**—known over the State to their many friends as Doc and Jennette, have been making a rather extended tour during the holidays. First they drove to Cincinnati for Christmas and then on to New York where Doc attended a sales conference of his company, the Nyal Co.

Your editor can thoroughly sympathize with **Jim** and **Ben Coppedge** of the W. H. King Drug Co., of Raleigh, and also with **Bill Burwell,** of Eli Lilly and Co. Journal readers know that they are apparently confirmed bachelors. The editor can sympathize with them in their loneliness for he has been a bachelor the entire month of December as Mrs. Hubbard has been in New York on a visit to her mother for the past few weeks—it looks like a WHOLE LOT of weeks to the T.M.A. secretary.

Lost—Somewhere in the State 150 application blanks for T.M.A. membership. These are presumably lost as they were mailed out to T.M.A. members with a request to get a new member and to return the application blank with the $10.00 membership fee to the Secretary. NONE of them have been returned to date. The secretary is SURE that NO member of the T.M.A. would intentionally lay them aside, hence should any one FIND any of the blanks, he would appreciate it if they would kindly attach a few $10.00 checks for new members and return. A LIBERAL REWARD at next meeting for the "most returns."

Warren Christian, known to some of his "furriner" friends as Mr. "Christmas," recently visited in Richmond. You know Warren sells cigars for Cliff Weil whose plant is in Richmond.

Welcome to T.M.A.—**Mr. Henry O. Sonneman,** representing John C. Meier Grape Juice Co., of Silverton, Cincinnati, Ohio. Mr. Sonneman's home address is 6820 Alpine Ave., Silverton, Cincinnati, Ohio.

Mr. R. E. Hunter, representative of the Upjohn Co., is now making his home in Charlotte instead of in Burlington. His address is 408 Circle Ave.

Mr. H. L. Hitchcock, representative for Hollingsworth's Unusual Candies, makes his home in Winston-Salem. Mail should be addressed to P.O. Box 2239.

Mr. Wm. Burwell, representative of Eli Lilly and Co., has enjoyed several week-ends hunting in eastern North Carolina.

Voice from Upstairs: "Haven't you two finished hanging that mistletoe yet?"

Sweet young thing: "Yes, mamma, but we're just testing it."

LEGAL SECTION

FREDERICK O. BOWMAN, LL.B., *Editor* Chapel Hill, N. C.

Reminders for the Year 1931

Every Retail Druggist is Required by Law:

1. To register his drug store or pharmacy with the State Board of Pharmacy and obtain a permit to conduct same on or before January 1, 1931.

2. To renew his license as a pharmacist with the State Board of Pharmacy on or before January 1, 1931. (After March 1st a penalty of $5.00 must be paid.)

3. To keep his drug store permit, his certificate of registration, and his 1931 renewal license conspicuously displayed in the store at all times.

4. To keep three separate prescription files, namely: (a) A regular file, (b) a narcotic file, and (c) a venereal file.

5. To keep a Poison Register in which shall be recorded all sales of the so-called "Register Poisons."

6. To keep a complete and accurate record of all sales of exempted semi-narcotic preparations classed by Federal Law as "Exempt Preparations."

7. To keep record of all sales of proprietary remedies for venereal diseases, and make report of such sales weekly to the State Board of Health.

8. To pay to the State Commissioner of Revenue (Honorable R. A. Doughton), Raleigh, N. C., the following privilege taxes on or before June 1, 1930: (a) cigarette tax, (b) sandwich tax, and (c) soda fountain tax.

9. To pay to the City or Town in which business is located at the time fixed for the payment thereof, the following privilege taxes: (a) cigarette tax, (b) sandwich tax, (c) soda fountain tax, and also such other taxes as are legally imposed by the governing bodies of cities and towns.

10. To re-register with the U. S. Collector of Internal Revenue (Hon. Gilliam Grissom) Raleigh, N. C., on or before July 1, 1931, as a retail dealer in narcotic drugs and preparations thereof (Class 3 and Class 5); and to keep the certificate of such registration posted in his place of business at all times.

11. To renew his non-beverage alcohol permit with the Federal Prohibition Administrator, Richmond, Virginia; to obtain a permit to purchase from the administrator each time non-beverage alcohol is purchased; and, to keep a daily record of all alcohol used, rendering a report on or before the 10th day of each month showing the transactions of the preceding month, and

12. To file income tax returns and pay income taxes to both State and Federal Governments, if any is due, to pay personal and real property taxes, automobile taxes, and school taxes, at the time fixed by law for the payment of same.

(Post these Reminders for Reference).

May the Year Nineteen Hundred and Thirty-One Bring Both
Happiness and Prosperity to Every North Carolina Druggist

Eastern Carolina Tax Relief Commission Formulates Platform

The Tax Relief Commission of the Eastern Carolina Chamber of Commerce, representing forty or more counties of the State last month announced the platform it had formulated which will be presented to the legislature, convening on the 7th of this month. The program consists of fifteen recommendations covering practically every suggestion that has been offered during the past several months as a means of effectuating a substantial reduction in the taxes on land. Among other things, **the Commission recommends a sales tax on luxuries;** suggests a cut in salaries of state, county and municipal employees of 10 per cent; opposes a state-wide eight months school term; advocates complete state support of the six months school term and complete state support of all county roads; favors a tax on foreign stocks and bonds owned by residents; and, advocates a one per cent increase in the present gasoline tax for the benefit of the counties. The recommendations of the Commission follow:

1. The commission recommends that a state wide eight months school not be put into effect in North Carolina at this time. The commission is not opposed to education but is of the opinion that this is not the proper time to establish a state wide eight months school system.

2. This commission recommends that a program of economy be put into effect in state, county and municipal governments of this state in such a way that it will bring about at least a 10 per cent reduction in the salaries of state, county and municipal employees including the schools. This commission fully appreciates the fact that salaries of state officials fixed by the constitution cannot be arbitrarily reduced except by an amendment to the constitution, but it is the opinion of this commission to fall in line with the spirit of this recommendation and accept at least a 10 per cent cut in their salaries voluntarily and let this 10 per cent remain in the treasury of the state. The commission is of the opinion that this 10 per cent cut in salaries will not amount to as much reduction in income as the farmer, laboring man, lawyer, doctor, minister or merchant has had to accept during the last three years.

3. This commission recommends that an additional one cent per gallon be added to the tax on gasoline provided that this additional revenue is sent back to the counties to be used in defraying expenses of the upkeep of the country roads and thereby relieve farm lands and real estate of this proportionate part of the tax now being carried to support the upkeep of the county roads.

4. This commission is not in favor of uniform liability insurance on motor vehicles.

5. This commission recommends that the state adopt a drivers' license of $1.00 per person; same to carry with it an examination of the applicant to determine the fitness of the said applicant to applying to drive a car.

6. This commission is not in favor of increasing the highway patrol system in North Carolina.

7. This commission recommends that the state of North Carolina take over all county roads, operate and finance them.

(It is understood of course that if the state should take over the county roads that one cent additional tax on gasoline would apply in this direction instead of as referred to in number 3.)

8. This commission recommends a substantial increase in the taxes now being paid by the organized bus and freight truck lines operating in North Carolina. This commis-

sion takes this position because it feels that inasmuch as the state has furnished the road bed for these transportation companies that they should apply their pro rata of the expenses of the up-keep of the said roads.

9. This commission recommends that a sales tax on luxuries in such a way that this tax may be collected at the source, and not out of the purchaser at the time the purchase is made, be levied in North Carolina. The revenue derived from this source to be applied in the direction of reducing the taxes on real estate and farm lands throughout the state.

10. This commission recommends that this state take over, operate and finance the six months schools of North Carolina.

11. This commission recommends that a tax be placed on foreign stocks and bonds owned by residents of North Carolina.

12. This commission recommends that the counties of the state wherever feasible and expedient, consolidate the superintendents of the school systems of the county under one head which will bring about a reduction of expenses for the counties thus affected.

13. This commission does not think it is wise to permit an elective officer to collect the taxes of the county.

14. This commission recommends that the tax on public utilities be equalized and classified in such a way that this class of property will bear its proportionate part of the support of the government.

15. This commission recommends that legislation be passed that will make it more attractive for corporations to incorporate in North Carolina, feeling that if this is done more corporations will have home offices in this state and incidentally produce more revenue for the state than is now being received from this source.

Public Service Retail Stores Must Pay Chain Store Tax

Attorney General Dennis G. Brummitt recently ruled that public service corporations operating more than one retail store for the sale of appliances and accessories are subject to the "Chain Store Tax," the case involved being that of the Carolina Gas and Electric Company, which operates a retail store in connection with its power and fuel service at Kinston, Greenville, Washington, New Bern, Goldsboro and Fayetteville.

The ruling stated that the retail business is in no sense incident to public service, but is distinctly private as the business of any other merchants in the towns concerned, hence comes under Section 162 of the 1929 Revenue Act, imposing a tax of $50.00 on each store in excess of one under the same ownership and operation.

The Supreme Court of North Carolina recently upheld the constitutionality of the 1929 Chain store tax law, while the Supreme Court of Indiana only a few months before declared a similar law in that State unconstitutional. In each case an appeal was taken to the Supreme Court of the United States. A decision in the Indiana case is expected to be handed down soon by the United States Supreme Court.

EDITORIAL SECTION

Competitive Era

(Continued from page 140)

drops. The public is accustomed to certain price levels. Often it is better business to "build merchandise," while leaving the quoted price unchanged. This is especially true of seasonal items. This year the dollar doll, for example, will be a little bigger, with finer clothes, an extra petticoat, better eyes, and other refinements. Standard retail price levels, under $1, are 98c, 79c, 69c, 59c, 50c, 49c, 39c, 29c, 25c, 19c, 15c, 10c, 9c, 5c. Unless a retailer can reduce a price one full notch, he had better leave it as it is.

HAPPENINGS OF INTEREST

ALICE NOBLE, *Editor* Chapel Hill, N. C.

A Happy New Year To All

To the druggists of the State, to the members of the T.M.A., to our advertisers, and to all friends of the Carolina Journal of Pharmacy we send best wishes for a happy and prosperous New Year. We hope that every one of you had a happy Christmas and that 1931 will bring its full measure of success, good health, and contentment. As the New Year dawns let's try to forget the depression of 1930 and put our shoulders to the wheel to make 1931 an era of kind feeling, good fortune, and prosperity! We wish to take advantage of this opportunity to thank the many druggists and members of the T.M.A. who added so greatly to our Christmas joy! The editor is one of those people who genuinely enjoys the Christmas season and the kindnesses and greetings of friends filled our holidays with pleasure. We thank you one and all and once again we wish you a very Happy New Year!

All Around the State

M. J. Leimkuhler, *Reporter*

The many friends of **Mr. Boyce Hunter**, of Charlotte, will be delighted to know that he is again able to be up and about even though he is still dependent on crutches. Boyce had a close call in an automobile accident in Raleigh several months ago.

Mr. J. B. Jones will shortly open his new drug store in Lexington under the name of the Jones Drug Co.

Mr. J. M. Hutchinson, formerly of the Tryon Drug Co., of Charlotte, is now in charge of the prescription department of Perry's Drug Store in Rock Hill, S. C. Rock Hill is Mr. Hutchinson's home town.

Mr. W. A. Ring, of High Point, is now associated with the Ring Drug Co., in the Furniture City.

Mr. J. T. Hough, of Charlotte, has accepted a position as prescriptionist for Cline's Pharmacy in Concord.

Eighteen Still Carry On

The first list of registered druggists published in the Proceedings of the North Carolina Pharmaceutical Association carries 278 names. This appeared in 1881. Today 18 of those names are still on the roll of pharmacists. The druggists are: **Messrs. R. A. Dunn**, Charlotte; **Herbert L. Fentress**, Wilmington; **Geo. C. Goodman**, Mooresville; **J. G. Hall**, Oxford; **F. W. Hancock**, Oxford (formerly of New Bern); **John H. Hardin**, Wilmington; **W. W. Hargrave**, Wilson (now of Washington, D. C.); **T. R. Hood**, Smithfield; **H. R. Horne**, Fayetteville; **W. R. Kingsbury**, Wilmington; **Henry W. Lewis**, Jackson; **T. H. Mayo**, Goldsboro (then of Greensboro); **J. B. S. McIntosh**, Brevard (formerly of Morganton); **J. M. McMinn**, Asheville (formerly of Hendersonville); **Jas. Plummer**, Salisbury; **W. C. Whitfield, M.D.**, Grifton; **R. I. Williams**, Raleigh; and **E. V. Zoeller**, Tarboro.

General News Items

Mr. C. H. Oakley has sold his interest in the Clayton Drug Co., of Roxboro, to his partner, **Mr. A. W. Clayton, Jr.** Mr. Oakley has not, however, announced his future plans.

A voluntary petition in bankruptcy was filed in the federal court recently by the Fowlkes Pharmacy, of Rockingham. The former proprietor, **Mr. W. M. Fowlkes**, is now associated with the Fox Drug Co. in the same town.

Mr. Culas Roberson is now with Taylor's Pharmacy, of Winston-Salem. Other druggists who have recently accepted positions with drug stores in the Twin City are: **Mr. J. J. O'Donnell** who is with the Fairview Drug Co.; **Mr. C. A. Swaney** who is with Hutchins Pharmacy, No. 2; **Mr. A. D.**

Walker, who is with the Liberty Drug Store, **Mr. W. C. Cherry**, who is with Hutchins Drug Store, No. 2, and **Mr. G. W. Hart**, who is with the Standard Drug Co.

Mr. J. G. Davis, of Raleigh, is prescriptionist for the Spindale Drug Co., in Spindale.

The C.O.D. Drug Co., of Rocky Mount, has been incorporated to carry on and conduct a general drug business with an authorized capital stock of $10,000 and with stock amounting to $400 subscribed for by **Messrs. B. C., E. B.** and **E. Moore**, of Wilson, and **W. Houston Moore**, of Wilmington.

Mr. C. P. Whitford, of Washington, is with the Rivermont Pharmacy, of Lynchburg, Va

The Glenwood Pharmacy, of Greensboro, has been incorporated, to manufacture and compound drugs, chemicals and medicines with an authorized capital stock of $40,000 and stock amounting to $300 subscribed for by **Pearl A. Mason**, and **Mr.** and **Mrs. O. D. McBane**, of Greensboro.

Mr. J. L. Baker has resigned his position with the O. Henry Drug Stores and is again back at his home in Nashville.

Mr. W. D. Ellis is now with the Grissom Drug Co., of Greensboro, and has been succeeded at the O. Henry Drug Store, No. 4 by **Mr. C. C. Seawell.**

Mr. C. V. Kimball has accepted a position with the Whelan Drug Co., of Greensboro.

We understand that **Mr. H. E. Tate** is planning to open a second drug store in Lenoir as a branch of Tate's Drug Store. Plans are under way for alterations of a building at West Avenue and Depot Street and the new store will begin business shortly as Tate's No. 2. The original store operated by Mr. Tate opened in May of this year.

Thieves broke into the Boon-Iseley Drug Co., of Raleigh, recently, the store being entered through a transom in a skylight. Investigation by the local police convinced detectives that a small boy must have climbed through the transom and then removed some lattice woodwork to reach the beauty parlor on the mezzanine floor. A full inventory of the loss has not been made but a stamp vending machine, containing about $25 in cash and stamps, was looted, $5.00 in cash was taken as well as a number of watches. The stamp machine was found later in an office on the second floor.

The JOURNAL takes pleasure in announcing that **Messrs. P. L. McDaniel** and **T. E. Smith**, both of the Cash Drug Store, of Goldsboro, have joined the State Pharmaceutical Association.

It is not too early to begin boosting the next convention at Wrightsville Beach, on June 23-25, so let's all get busy and help to make our next meeting the best one ever! Why not make a New Year's resolution to attend the Fifty-second convention of the Association and don't let anything prevent you from carrying out this purpose!

Mr. A. C. Cecil has been elected president of the High Point Monarch Club for the coming year.

The JOURNAL extends sincerest sympathy to **Messrs. R. A.** and **Carl Hales** in the loss of their father, who died at his home in Kenly on December 12.

We understand that **Mr. W. W. Smith**, of Greensboro, who has been with Cline's Pharmacy in Concord for the past several months, has accepted a position in Tampa, Fla.

In an automobile crash near Canton on December 3 **Mr. Wm. M. Dinwiddie**, local drug store clerk, was so seriously injured that he died a few days later.

Rocky Mount officials are investigating a series of thefts following charges against a member of the local police force. The officer has been formally charged with breaking into and entering various stores in the city. He was arrested in the drug store of May and Gorham from which there had been continued thefts. Detectives, employed by the owners of the store, hid in the building after it was closed for the night. The next day they reported the accused officer put a key into the door, opened it and entered. Before the man's arrest the owners of the store had decided the thieves were entering through the main door. They found this out by stretching a fine thread across the doorway after locking the door for the night. After one of the thefts the string was found broken. The man was released on a bond of $500.

The *News and Observer* on December 14 carried a photograph of **Mrs. W. M. Matthews**, recent bride of the popular Wilson druggist.

We understand that the Matinee Drug Store, of Bethel, has discontinued business.

Mitchell's Drug Store

Below is pictured one of the newer drug stores in the State—Mitchell's Drug Store in Burlington. It is located at the corner of Davis and Main Sts. in the heart of the business district and is one of the most attractive stores in the city. It began business in the late summer and the photograph was taken shortly after the formal opening. The pharmacy is up-to-date in every particular and is modernistic in furnishings and fittings. The picture shows clearly how the modern note is carried out in great detail. The proprietor, **Mr. C. P. Mitchell**, is to be congratulated on the attractive pharmacy and the JOURNAL joins his many friends in wishing for him every success in his new business venture. Mr. Mitchell formerly lived in Louisburg and later in Mebane, but for the past several years has been the proprietor of the City Drug Store in Burlington. He was licensed as a pharmacist in 1915 and has been a member of the N. C.P.A. for a number of years.

Store for Sale

A drug store, located near two schools in one of the larger cities of North Carolina is for sale in the late spring of 1931. Reason for sale: Owner going into another line of work. For information address the Carolina Journal of Pharmacy, Chapel Hill, N. C.

University Students Initiated Into Rho Chi

The Xi Chapter of the National Rho Chi Society, located at the State University, held an initiation on the evening of December 10 in Pharmacy Hall at which time the

following students were made members of the society: **Messrs. Ray Palmer Craig,** of Stanley, and **Kelly William Huss,** of Cherryville. Membership in this organization is limited to pharmacy students who maintain a high scholastic average and who in addition demonstrate qualities of campus citizenship that are of an outstanding character. Messrs. Craig and Huss eminently deserve the honor which has come to them. They are both unusually good students and have played a prominent part in University life. They are both serving as assistants in the pharmaceutical laboratories this year. Mr. Huss will receive the S.B. in Pharmacy degree in June, 1931, while Mr. Craig will complete the requirements for and be awarded the degree of Graduate in Pharmacy.

Goode Named Commissioner

Mr. John A. Goode has been chosen a member of the new board of city commissioners of Asheville. He was sworn in as commissioner of public safety on the night of December 11 along with the other new city officials. The ceremony was preceded by a dinner in Mr. Goode's Dutch Kitchen at which were present the recently chosen commissioners and the mayor. In addition to his responsibilities as the proprietor of Goode's Drug Store, which he claims to be "The Cleanest Drug Store in the World," Mr. Goode has always found time to take an active interest in civic affairs and frequently he has been called upon to serve the citizens of Asheville in important positions. He has been a member of the Buncombe County Board of Education, is a director of the American National Bank, and was elected president of the Asheville Chamber of Commerce in 1929. In commenting upon his election to the latter office the Asheville Citizen said: "In John A. Goode the Chamber of Commerce will have a leader to whom the entire community can look with confidence. He has given abundant proofs of his public spirit, his knowledge of the problems which concern Asheville is extensive and he has the vigor and personality that are called for in the position to which he has been elected."

Deaths

Mr. O. O. Souders, prominent business man of Fayetteville, died at midnight, November 23, at a local hospital, where he had been taken a few days earlier suffering from a complication of kidney trouble. He had been in ill health for several years, although he had been regularly at his business since he returned home last October from a stay in the hospital. Mr. Souders moved from Ohio to Fayetteville 30 years ago with his parents and younger brother. He had been a proprietor of Souder's Pharmacy for 25 years and was one of the most popular men in the community. His brother, **Mr. F. B. Souders,** was associated with him in the drug business until his death a little more than a year ago. Mr. Souders was a member of Phoenix lodge No. 8 A. F. and A. M., Phoenix Chapter No. 2 Royal Arch Mason, a charter member of Palestine commandery No. 20, of Fayetteville, a member of Scottish rite 22d degree in Indianapolis, Indiana, and a member of Murat Temple Nobles of the Mystic Shrine, Indianapolis, Indiana. He was 58 years of age. The funeral was held in New Plymouth, Ohio.

Mr. Z. V. Conyers, aged 63, retired druggist and well-known citizen and sportsman, died at his residence in Greensboro on the morning of December 8 of angina pectoris He had been ill for about a week, but death came suddenly. Mr. Conyers was a native of Rocky Mount, but for more than twenty years engaged in the drug business in Greensboro, having moved to that city early in life following his graduation from the Philadelphia College of Pharmacy.

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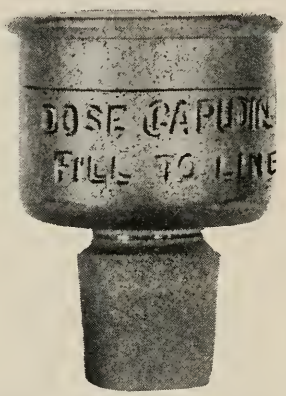

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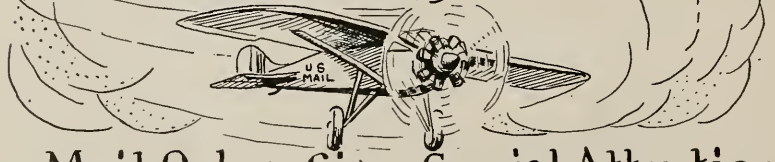

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The 1931 meeting of the North Carolina Pharmaceutical Association will be held at Wrightsville Beach, June 23-25. Oceanic Hotel, Official Headquarters.

HENRY RUFFIN HORNE, of Fayetteville

Distinguished soldier, pharmacist, and citizen,

Whose death on January 13 meant the loss to the State of one of its most Illustrious Sons

HENRY RUFFIN HORNE

1839-1931

(The sketch below is a slight modification of a similar one that appeared in these pages in October, 1922.)

Henry Ruffin Horne was born in Pittsboro, N. C., on July 7, 1839, the son of James J. and Celia Olivia (Ruffin) Horne. He died in Fayetteville early on the morning of January 13, 1931, after a brief illness.

His early education was obtained under the tutelage of Leonidas J. Merritt who conducted a private school in Pittsboro. At nineteen years of age Mr. Horne entered the employ of Mr. S. J. Hinsdale, a prominent druggist of Fayetteville, as an apprentice in pharmacy, and under Mr. Hinsdale's careful and painstaking instruction learned the art and science of his adopted profession. That he quickly demonstrated proficiency is attested by the fact that he was taken into the firm as a partner in 1860.

At the outbreak of the Civil War Mr. Horne as a member of the Fayetteville Independent Light Infantry wrote the resolution offering the services of that company to the Governor of North Carolina. During the first six months of the war he was a member of the First North Carolina Regiment (Bethel Regiment), and for the remaining three and a half years of the struggle he served as a Lieutenant in Webb's Battery, Company A, 13th Battalion of Light Artillery. At the close of the war he established a retail drug business in Fayetteville which has been in continuous operation ever since. In 1900 the firm was added to by the inclusion of his two sons as members.

On January 8, 1874 Mr. Horne was married to Miss Marie Swann Winslow, a native North Carolinian but at that time of Marshallville, Georgia. Two children, both living in Fayetteville, were born of this union—Warren Winslow and Samuel Ruffin Horne, and both, as mentioned above, are members of the firm of H. R. Horne and Sons.

In 1880 Mr. Horne was among the number of far-sighted druggists who organized the North Carolina Pharmaceutical Association. From that time until the day of his death he steadily maintained a loyal and effective interest in the affairs of the organization. In 1885 the members elected him as their president, and in 1894 he was made secretary. Mr. Horne served the Association in the capacity of secretary until 1899 when he was succeeded by Mr. P. W. Vaughan, deceased, of Durham. At the meeting of the Association in Winston in 1882 Mr. Horne was awarded a diploma for the excellence of his work in preparing and exhibiting various pharmaceutical preparations. A paper read by him in 1885 on Tincture of Vanilla also elicited very flattering comment. In 1923 he was made an Honorary Life Member of the Association by a vote of the members.

In 1886 Mr. Horne was elected a member of the North Carolina Board of Pharmacy in which capacity he served until 1894. During the last four years of this service he was President of the Board. For ten years he was a member of the Board of Aldermen of Fayetteville, and in 1905 was made Chairman of its Public Works Commission. Numerous other professional and civic responsibilities were assumed by him and carried to a successful finish.

Mr. Horne was a life-long member of the Episcopal Church, was a member of the Cross Creek Lodge, No. 4, I.O.O.F., and was affiliated with the Democratic party. He lived at 233 Green St., Fayetteville.

This biographer hesitates to attempt a description of Mr. Horne's life and achievements through fear that in his intense admiration for the man he may overstep the bounds of permissible enthusiasm and seemingly enter the realm of fulsome flattery, however sincere he may be in his words of praise. There was so much of gentleness in the life of the man, so much of refinement, of quiet accomplishment, of simple honor, and of Christian conduct that a student of his career, particularly if the student be a pharmacist, feels not only admiration but veneration as well for this lovable type of old school gentleman whose ninety-two years were lived so gracefully, so effectively, and so honorably.—J.G.B.

EDITORIAL SECTION

J. G. BEARD, *Editor* Chapel Hill, N. C.

Have You a Resolution?

The Resolutions Committee of the N. C. P. A. is anxious to present at the next meeting a set of resolutions that represent the careful, deliberate thinking of the druggists in this State. We are asking this long in advance that our readers jot down from time to time any questions or plans that should come formally before the organized druggists of this State. Well in advance of the June meeting these ideas should be sent to Mr. J. A. Goode, of Asheville, Chairman of the Resolutions Committee. He will then formulate them into resolutions and bring them before the assembled delegates at Wrightsville Beach.

New Advertisers

In addition to the new advertising patrons whom we mentioned in our last issue still another firm has joined the JOURNAL family of advertisers, namely, The Southern Window Display Service and Sales, Inc.

We trust that this firm will receive such returns from its publicity in our pages as will more than justify it in placing a contract with us.

A Helpful Friend

During the past few months Mr. Buford R. Stone, of Raleigh, has shown in several ways his active interest in the success of the JOURNAL and has manifested this interest in a very helpful way. We wish to take this means of thanking him publicly for his co-operation.

How Far Can a Dog Run Into the Woods?

It happened in Dayton, Ohio. The speaker delivered a very optimistic address before a luncheon club. Shortly thereafter he was approached by the vice-president and the cashier of one of the larger banks.

Said the cashier, "Are you really sincere in your remarks tending to show that the present depression will not last and that business will stage a comeback?"

"Before I answer your question," said the speaker, "suppose you answer one for me. How far can a dog run into the woods?"

"Oh," said the vice-president, "he could probably keep running into the woods indefinitely, or until he became exhausted."

"No, you're wrong," was the speaker's reply, "he could only run into the woods HALF WAY. From there on he'd be running OUT of the woods."

Survey Finds Drug Store to Every 2,067 Persons

There is now one drug store to every 2,067 persons in the United States, according to figures published in a recent issue of *Aromatics Magazine*, the cosmetic trade publication. The total number of licensed drug stores in the country is 59,488.

The survey indicates that druggists, eager to establish themselves in the cities where trade is heaviest, are really acting against their own interests. The stores are too thick in the cities, with 41,729 stores located in places of 2,500 population and upward, while only 17,759 remain in strictly rural centers to serve more than a third of the country's population.

The survey also indicates that the chain store is not yet the major factor which many believe it to be. Of the 59,488 stores listed, only 3,854 are under chain ownership. These, however, do twenty per cent of the country's total drug store business.

The figures also present an interesting study in retail business investment. Of the 59,488 stores, 16 per cent are valued at more than $20,000 each, 14.4 per cent at $10,000 to $20,000 each, 28.1 per cent at $5,000 to $10,000 each, 26.4 per cent at $1,000 to $5,000, and 14.8 per cent at less than $1,000.

Goode's New Policy

On December 1, 1930 Goode's Drug Store in Asheville, North Carolina, put into effect a plan that has interesting possibilities which we believe should be brought to the attention of our readers. When the new policy went into effect the store mailed to all of its patrons an attractive illustrated booklet that explained in detail the workings of the plan and below we are quoting verbatim much that is contained in the booklet.

"By reason of the rapid growth of our store and in response to requests on the part of our customers for a more diversified service, we have decided to make a general change in our policy. This change will mean much in savings to you. We will continue to carry the same high grade lines of merchandise and furnish the same service that we have in the past. The new policy, as outlined here, will go into effect on December 1, 1930.

"Under similar conditions of service Goode's prices will be as low or lower than the advertised prices of any of our competitors.

"This means that on purchases where you desire to pay cash and take your purchase with you, you will be able to deal with us as cheaply or more cheaply than with any other drug store in the city. We will keep ourselves posted daily, and even hourly as to the prices offered by our competitors.

"Customers who furnish satisfactory references or have established their credit with us, and who will pay their bills on or before the fifth day of the month following the date of purchase, can enjoy the same low prices plus 10% to cover the extra expense of bookkeeping. Because of the small margin on which we operate, we will have to follow this rule VERY rigidly. It will be necessary for us to close any accounts not promptly paid. We believe our customers will appreciate the convenience and saving in this plan and will make it a special point to pay promptly in order to enjoy these advantages.

"On purchases where you desire delivery, this service will be available for the small charge of 15 cents on each order. One item or one hundred items on the same order will be delivered for this same small charge. By accumulating all of your items for one order, or by co-operating with your neighbors and ordering together, you can enjoy delivery service for practically "cash and carry" prices. No extra charge will be made for the delivery of prescriptions. You can, therefore, have your order come along with a prescription without delivery charge. This applies to refill prescriptions as well as new ones. As we intend to make our prescription charges equally close, we will of course add the 10% to the prescription when charge service is desired.

"As an example of the working of our plan, a purchase would work out as follows: A competitor advertises a certain well known $1 article for 57c. Under our plan, we, too, will sell this item for 57c to the customer who pays cash and takes it with him. If he wants it charged, 10% will be added; if he wants it delivered, 15c will be added. Thus, charged and delivered, this item costs him only 78c, instead of $1.00, which he now pays.

"FOUR TYPES OF SERVICE—With our new policy, you enjoy your choice of four types of service. You can buy here on the "cash and carry" basis as cheaply as anywhere in the city. For a small extra cost you can have the convenience of a charge account. For another small added cost you can have your purchase delivered. Or you can have both charge and delivery service. In this way, you do not pay for any service you do not receive."

In calling this plan to the attention of our readers we are not offering it as a panacea nor do we believe that it would be practical for the majority of drug stores in a state like North Carolina. We do believe, however, that stores located close to chain

store competition—stores that have a sufficient volume of business to obtain jobbers discounts, would do well to give serious consideration to the question of adopting such a plan as Mr. Goode has put into effect.

In considering this sort of plan the editor finds himself torn between two conflicting points of view. On the one hand he dislikes any scheme designed to destroy a standard price policy in so far as drugs and medicines are concerned. On the other hand he recognizes a practical situation where ideals must give way before the stern necessity of a successful economic existence. Thus while viewing with sincere regret the passing of a day when drug store commerce had a leisurely tempo and a fraternal sort of aspect, he nevertheless realizes that 1931 is many years removed from the years that permitted the above sort of conditions to operate. The time is passed when it is right that a rigid standard of *commercial* conduct be set up and urged as an unswerving policy upon the part of every drug store proprietor. Just as each store has its own peculiar problems so must each store meet these problems in a manner best calculated to preserve its own prosperity. In the professional conduct of a drug business there are very definite principles of right and wrong; very rigid ethical policies that must be maintained. But the drug store of today has a dual function: it must serve intelligently and efficiently the health needs of its locality with high regard paid to the proprieties and due consideration given to an approved code that remains fixed in an era of changing economic orders. The second function of the drug business is purely mercantile in character and in its practice practical considerations must be met with practical methods. A store surrounded by and having its very existence threatened with chain store competition is in a vastly different situation than a drug store in a small town where competition is less keen and where standard prices can be maintained. To say that these two types of stores must conform to the same commercial code is to plead for the operation of a theory that explodes when it meets many of the stern realisms of the intensive competition now found in cities. And so the editor is violating no sacred principle when he holds a brief for a plan such as Goode's Drug Store has inaugurated. So long as such a plan adheres with unswerving strictness to the paramount purpose of pharmacy which is properly to supply the drug needs of the public it violates no system of ethics.

Printed Prescriptions

We are reproducing below a printed prescription that deserves criticism for several reasons. It is a prescription given to several hundred people every winter.

Here it is:

Reg. No..... Date.....
Name .....
Address: Blankville, N. C.
℞

Codine sulphate	grs. IV
Aspirin	grs. XXXVI
Atropine sulphate	grs. 4/100
Caffine Citrate	grs. VI
Extract Cascara	grs. VI

M. Ft. Cold Caps. No. 12.
Sig. One every 3 or 4 hours.

.....M. D.

The "cold capsules" that are dispensed on the above order do the work they are intended to do. It is a good formula—one we have frequently used ourselves with fine results. But as printed it violates several rules of good usage that are supposed to be followed.

1. The language in the Inscription and Subscription is not consistent. It is neither all English nor all Latin.

2. It discloses the presence of Codeine and Aspirin, drugs which many people object to taking. This information would be hidden in an abbreviated Latin prescription.

3. Codeine and Caffeine are wrongly spelled: the first "e" is omitted in each case.

4. It calls for "Caffeine Citrate." There is no such salt. There is *Citrated* Caffeine but a Citrate *of* Caffeine cannot be made.

5. The preposition "of" is left out of Extract of Cascara.

6. There is no such amount as "grs. 4/100." The quantity being less than one grain, the abbreviation "grs." is obviously wrong. Besides gr. 1/25 would be better than gr. 4/100.

7. The wrong kind of type is used to designate the Roman numerals of amount. Lower case numbers instead of capitals should have been employed.

8. If English is used for the names of the ingredients, which certainly belong to be in Latin, why start off the prescription with ℞; why put in "M.," "Ft.," and "Sig."?

9. If sulphate is to be written with a little "s," why use a capital "c" for citrate?

10. Designating "Aspirin" precludes the use of Acetylsalicylic Acid. This, of course, is an unimportant point when applied to this particular drug, but it would be quite important if the principle were followed in such a case say as Atophan where a perfectly satisfactory and less expensive drug can be obtained under the name of Cinchophen.

Except for these ten glaring errors the prescription is all right. It seems to us that when an order is placed for several thousand prescription forms, printed in full to avoid the trouble of writing each one out, that enough thought would have been expended to guarantee a job that would not be an affront to every person who knows the fundamentals of correct prescription form and phraseology. Other minor objections are the use of "grs." instead of "gr.": the omission of the traditional colon after "Sig.," and the use of the Arabic numeral "12" in the Subscription when the amounts in the Inscription are printed in Roman numerals.

The Formation of a Corporation

By R. L. Alphin, L. G. Barefoot, and B. C. Brown

Pharmacy Students at the University of North Carolina

The following is a short statement of the procedure that is followed when a business concern of any sort decides to seek articles of incorporation. Three or more persons who desire to engage in any business or to form any company may be incorporated in this manner. Such persons, under their hands and seal, must set forth:

(1) The name of the proposed corporation. No name assumed or already in use by another corporation (or so familiar in name to another as to cause uncertainty or comparison) can be used. Such name must end with the word "Company," "Corporation," or "Incorporated."

(2) The location of its principal office in the state.

(3) The object or objects for which the corporation is to be formed.

(4) The total amount of authorized stock, the number of shares to be provided, the par value of each share, the amount of capital stock with which it will commence business, and where there is more than one class of stock a description of the different classes.

(5) The names and addresses of the subscribers for stock and the number of shares subscribed for by each. The aggregate of the subscriptions shall be the amount of the capital with which the corporation will commence business. If there is to be no capital stock the certificate must contain the names and addresses of the incorporators.

(6) The period for the duration of the corporation.

(7) The certificate may also contain any provisions consistent with the laws of the state for the regulation of the affairs of the corporation, or creating, defining, limiting, and regulating its powers, directors, and stockholders.

(8) The certificate of incorporation shall be signed by the original stock subscribers or a majority of them and must be acknowledged before a duly authorized officer.

The certificate shall then be filed in the office of the Secretary of State and there remain on record in a book known as the "Corporation Book." Upon the payment of the organization tax and fees the Secretary shall certify under his official seal a copy of the certificate of incorporation, which copy shall be forthwith recorded in the office of the Clerk of the Superior Court of the county where the principal offices of the corporation is to be established.

Window Helps

By H. W. Van Horn, President, Southern Window Display Service and Sales, Inc.

Your local installation service firm depends for its livelihood upon the success of

the windows which they install. Their interests are your interests in that you are both striving for better and better results. The more attractive your windows, the more people will come into your store; the more people you get inside your doors, the more sales you will make.

The services of these trained window trimmers are available to you at all times, relieving you of a great amount of labor and detail and leaving you and your clerks free to attend to other duties.

The advantages of carrying in your windows the displays of nationally advertised products, whose names are familiar to everyone, are readily apparent.

The millions of dollars being spent in magazines and newspapers, on billboards and by radio, is thereby tied up to your store, and you reap your part of the benefits and profits.

Your customers are reading this advertising every day and are being influenced by it to buy. Only by showing them through your windows that your store is ready to supply these advertised articles can you be sure of getting your share of the business created by this vast advertising expenditure.

A NEW YEAR'S MESSAGE FROM YOUR PRESIDENT

As I write this message the New Year is just peeking around the corner of Time, and coming up over the horizon is 1931, all wreathed in smiles and with promises of better days ahead.

The druggists of the State have had many things to be grateful for during the past year. None of us or our families have gone hungry or without proper clothing. The home fires have been kept burning. Very few of us have suffered financial reverses, and while the immediate future is not as rosy as we would have it, we shall still carry on, ever mindful of our obligations to suffering humanity and with a faith in a kind Heavenly Father that should never waver. This is a time for retrospection and introspection; a time for taking stock of our abilities as well as our finances; a time for conservation, not expansion. I am sure that with ordinary common sense, fortified with a business ability that will keep us within the bounds of safety not only in our purchases but in our expenditures, we shall all weather the storm of depression, no matter how long its duration, and at the end will ride safely at anchor in the harbor of a better and brighter day—and that not far distant.

Let's all begin now to lay our plans to meet together at Wrightsville in June, where we shall bury "Old Man Hard Times" so deep that he will forever remain under ground.

To every member of the N. C. P. A. and his family I wish in all sincerity a happy and prosperous New Year.

Yours very truly,
(Signed) CHAS. B. MILLER,
President N. C. P. A.

THE T. M. A. PAGE

Sterling L. Hubbard, *Editor* Box 270, Reidsville, N. C.

EIGHTEEN WAYS TO KILL YOUR AUXILIARY OR ASSOCIATION

1. Don't come to the convention; if you do—come late.

2. If the weather doesn't suit you, then don't even think of coming.

3. If you do attend the convention, find fault with the work of the officers and other members.

4. Never accept an office; it is easier to criticize than to do things.

5. Get sore if you are not appointed on a committee, but if you are, then don't attend the committee meetings.

6. Do not help with constructive suggestions, just let the officers do it.

7. Do not attend any important business meetings, but if you do and you are asked for your opinion, tell them that you have nothing to say, and after the meeting is over tell everybody how it ought to be done.

8. Do nothing more than is absolutely necessary, but when other members roll up their sleeves and willingly, unselfishly use their ability to help along, then you howl that the Auxiliary is run by a clique.

9. Hold back your dues as long as possible or don't pay them at all, then howl your heads off if you don't get a royal entertainment.

10. Don't bother about getting new members, let the Secretary do it.

11. When we entertain or advertise, tell everybody that the money is being wasted on blowouts, etc., which makes a big showing but accomplishes nothing.

12. If nothing of the sort is done, then say the Auxiliary is dead and needs a can tied to it.

13. When the Secretary sends out notices of any kind just lay them aside and then swear that he never sent you one.

14. If you don't receive a notice to pay your dues or assessments, don't pay them; if you do receive one, say the Secretary is insulting and withdraw.

15. Keep your eye open for something to find fault with that you do not like and when you find it quit the Auxiliary.

16. When you attend meetings, vote to do something and then go and do just the opposite.

17. Agree with everything that is said and done in meetings, then disagree when it's over.

18. When everything else fails, then cuss the Secretary.

It is less than six months now until the convention at Wrightsville Beach. Let's get busy, fellow T.M.A. members, and begin to boost and boost and then boost some more.

Your Secretary will sincerely miss the great pleasure he often had in seeing you good fellows working the eastern part of N. C. for he has been transferred from eastern Carolina to North Carolina from Raleigh west and a portion of South Carolina. But here's hoping to see EVERY ONE of you at Wrightsville in June.

Has anybody "found" any of those T.M.A. Application Blanks with ten-dollar checks attached for NEW MEMBERS?

Yes, business is BETTER. Let's all work to make it still better. Talk good times, act good times, BOOST, don't knock. FIGHT! FIGHT! The harder we work for the dollar we earn, the more we will get for the dollar we spend. FIGHT!

LEGAL SECTION

FREDERICK O. BOWMAN, LL.B., *Editor* Chapel Hill, N. C.

General Assembly in Session

At the time this is written the General Assembly has been in session almost two weeks and things have already begun to happen, some entirely unexpected and others anticipated. With the Governor's Biennial Message, containing nineteen or twenty definite recommendations for legislation, delivered and the organization of both House and Senate completed, the lawmaking body is bucking down in earnest to the herculean task of making the State safe in an industrial, financial, educational, etc. way.

The Budget Revenue Bill of 1931

Belated somewhat, the Budget Revenue Bill of 1931—An Act to Raise Revenue—was finally submitted to the General Assembly by the Director (Governor) of the Budget and the Advisory Budget Commission. It became available and was introduced in the House on January 19th by Chairman U. L. Spence of the House Finance Committee, numbered 102, and referred to this Committee.

The proposed Bill is featured by a modified tax on gross receipts, so low that it is not expected to be passed on to the consumer but to be paid by the businesses affected. It provides for $3,000,000 annually in new taxes (not from new sources of taxation, however) to meet the shrinkage of tax collections due to the existing depression, it is stated. Among those hard hit by the new plan are soda fountain operators, bottlers of carbonated beverages, theatre owners, manufacturers of ice cream, and billboard owners; while there is simply an increase in the tax on retailers of cigarettes and other tobacco products. The additional taxes imposed upon the businesses will amount to several hundred thousand dollars annually, it is estimated. The bill provides for slightly less than one-half million dollars additional tax on Public Service Corporations; for more than one-half million dollars additional in franchise and income taxes on Foreign Corporations; for one-half million on shareholders in Foreign Corporations; for almost one-half million additional tax on foreign and domestic Insurance Companies, and for an additional tax on Building and Loan shares.

The additional taxes imposed in the proposed bill directly affecting retail druggists are provided in Sections 144 and 149, Schedule B, the first Soda Fountain Operators, and the other Cigarette and Tobacco Dealers. Should these two sections be enacted into law, a further tax burden of many thousands of dollars annually will be saddled upon the retail druggists of this State.

Under the proposed bill, a flat tax of $10.00 annum must be paid by every soda fountain operator, and in addition a tax of ten per cent of the invoice cost of all coca-cola, flavoring and fruit syrups, extracts and concentrates of every kind used in the mixing of soft drinks. Reports must be made quarterly to the Commissioner of Revenue and the tax to be paid must accompany reports. The graduated tax heretofore paid is eliminated altogether.

Under the bill, also, there is substituted a graduated tax upon tobacco and cigarette dealers ranging from $5.00 to $25.00 per annum, based upon the population of city in which dealer is located, in lieu of the flat tax of $10.00 on such dealers in towns and cities of more than 1,000 inhabitants.

Below will be found Section 144 of the 1929 Revenue Act and the same section as proposed by the 1931 Budget Revenue Bill, and likewise Section 149 of the 1929 Act and of the proposed bill. Compare these

sections in each instance, ascertain the amount of tax you would pay under each and advise the writer what these amounts are.

Section 144, Revenue Act 1929, Soda Fountains, Soft Drink Stands

Every person, firm, or corporation engaged in the business of operating a soda fountain or soft drink stand shall apply for and obtain from the Commissioner of Revenue a State license for the privilege of conducting such business, and shall pay for such license the following tax:

(a) On Soda fountains—

In cities or towns of less than 1,000 population	$ 5.00
In cities or towns of 1,000 or less than 5,000 population	10.00
In cities or towns or 5,000 and less than 10,000 population	15.00
In cities and towns of 10,000 and less than 15,000 population	20.00
In cities and towns of 15,000 and less than 25,000 population	30.00
In cities and towns of 25,000 or more	40.00

On each stand at which soft drinks are sold, the same not being strictly a soda fountain, and on each place of business where carbonated drinks are sold at retail, the license tax shall be five dollars ($5.00).

Counties shall not levy a license tax on the business taxed under this section, but cities and towns may levy a license tax not in excess of one-half of the tax levied by the State.

New Section 144 Proposed by Budget Revenue Bill

Every person, firm, or corporation engaged in the business of operating a soda fountain or soft drink stand shall apply for and obtain from the Commissioner of Revenue a State license for the privilege of conducting such business, and shall pay for such license an annual tax of ten dollars ($10.00), and in addition a tax of ten per cent of the invoice cost of all coca-cola, flavoring and fruit syrups, extracts and concentrates of every kind used in the mixing of soft drinks. Reports shall be made quarterly to the Commissioner of Revenue, in such form as he may prescribe, within the first ten days of each quarter, covering invoice cost of such commodities for the previous quarter, and the additional tax herein levied shall be paid quarterly at the time such reports are made.

The tax of ten per cent imposed in this section shall not apply to any bottled drinks served without mixing or blending, and the tax on which has been paid by the manufacturer or distributor under Section 134.

On each stand at which soft drinks are sold, other than in connection with a soda fountain, and on each place of business where bottled carbonated drinks of a manufacturer who has paid the tax under Section 134 of this act are sold at retail, the license tax shall be five dollars (5.00).

Counties shall not levy a license tax on the business taxed under this section.

Section 149. Revenue Act of 1929. Tobacco and Cigarette Retailers and Jobbers

Every person, firm, or corporation engaged in the business of retailing and/or jobbing cigarettes, cigars, chewing tobacco, smoking tobacco, snuff, or any other tobacco products shall apply for and obtain from the Commissioner of Revenue a State license for the privilege of engaging in such business, and shall pay for such license the following tax:

Outside of incorporated cities or towns and cities or towns of less than 1,000 population	$ 5.00
Cities or towns of 1,000 population and over	10.00

Counties shall not levy any license tax on the business taxed under this section, but cities and towns may levy a license tax not in excess of that levied by the State.

New Section 149 Proposed by Budget Revenue Bill

Every person, firm, or corporation engaged in the business of retailing and/or jobbing cigarettes, cigars, chewing tobacco, smoking tobacco, snuff, or any other tobacco products shall apply for and obtain from the Commissioner of Revenue a State license for the privilege of engaging in such business, and shall pay for such license the following tax:

Outside of incorporated cities or towns and cities or towns of less than 1,000 population .....$ 5.00
Cities or towns of 1,000 and under 5,000 population 10.00
Cities or towns of 5,000 and less than 10,000 population 15.00
Cities or towns of 10,000 and less than 15,000 population 20.00
Cities or towns of 15,000 and less than 20,000 population 25.00

Counties shall not levy any license tax on the business tax under this section, but cities and towns may levy a license tax not in excess of that levied by the State.

Sales Tax Bills

Three sales tax measures embodying as many distinct types of sales tax legislation have already been introduced. They are, first, H. B. 98; S. B. 43, introduced in the House by Representative Young, and in the Senate by Senator Baggett, both of Harnett County; the second, H. B. 99, introduced by Representative Day of Onslow County; and, the third, H. B. 115; S. B. 50, introduced in the House by Representative Day of Onslow, and in the Senate by Senator Lovill of Watauga County. These bills have been referred to the respective Finance Committees of the House and Senate. It is understood that all bills of this nature will be sidetracked until all hearings on the Budget Revenue Bill which are to begin immediately have been completed. Each of the measures carries a provision that the proceeds shall be used exclusively for a State supported six months school term.

The Young-Baggett bill, patterned after the West Virginia law, is a gross sales or gross receipts tax that would tax all gross receipts over $10,000 not only of merchants but those engaged in manufacturing and other businesses as well as professions. The tax rate under this bill ranges from 1/20 of one per cent to one per cent, containing a great variety of rates as well as a variety of objects. Insurance companies, mutual savings banks, mutual building and loan associations, cemeteries and organizations not operated for profit are exempted from the provisions of the bill. It provides that the taxes levied therein shall be in addition to taxes now levied, including license and privilege taxes, and contains elaborate machinery for its enforcement and penalties for its violation.

The authors of the measure estimate that if enacted it will produce more than $25,000,000 annually.

The Day bill, patterned after the Kentucky law, is a retail sales tax that would tax all sales by retail merchants at rates ranging from 1/20 of one per cent to one per cent of gross receipts, depending upon the volume of sales. This measure provides a tax of 1/20 of one per cent on all retail sales up to $400,000, the rate doubling with each added $100,000 of volume up to $900,000, a tax of 16/20 of one per cent being levied on all sales between $800,000 and $900,000 and the maximum of one per cent being imposed on all sales in excess of $900,000. Being improperly drafted by failure to number the sections of the bill and omitting the enactment clause, this bill will not be considered until it is corrected.

The Day-Lovill bill, virtually the same as the South Carolina law, is a Luxury Sales Tax, but omitting from its provisions the documentary stamp and the constructing materials taxes imposed by the South Carolina law. This measure would place a 20 per cent tax on cigarettes; levy a 10 per cent amusement admission tax; impose a tax of 10 per cent on all candy selling for more than 80 cents per pound; a tax of $10.00 per thousand on cigarettes; $3.00 per hundredweight on shotgun shells; a 20 per cent tax on bottled drinks, and a tax of 76 cents a gallon on fountain drink syrups. The bill embodies every nuisance feature conceivable.

HAPPENINGS OF INTEREST

ALICE NOBLE, *Editor* Chapel Hill, N. C.

Piedmont Topics

John K. Civil, *Reporter*

The Central Drug Store in Bessemer City is one of the prettiest pharmacies in Gaston County. Recently the firm made a number of additional improvements in the pharmacy and the proprietor, **Mr. O. R. Black,** is justly proud of his up-to-date store and stock room. The writer believes the latter to be the best he has ever seen and druggists could gain valuable information from inspecting it. Mr. Black believes in his profession and it is a pleasure to hear him say he is proud of his calling. **Mr. Henry Bell,** a 1930 graduate of the State University, is associated with Mr. Black. He recently passed the State Board examinations with an average of 87.

Friends of **Mr. R. G. Scruggs,** of Asheville, the owner of five drug stores, will be glad to learn that he is back on the job after an illness of several weeks in a local hospital.

Mr. and **Mrs. R. H. Milton,** of Atlanta, Ga., spent the Christmas holidays with the former's mother in Albemarle. Mr. Milton is representative of the Norwich Pharmacal Co. in Georgia.

Mr. Charlie Malone, of the Empire Drug Co., of Salisbury, advises drug store owners to be careful about using an ice pick around their fountain Frigidaire. He recently had to close his store for a day due to the fact that one of his clerks in picking the Frigidaire broke same and caused such a gas that it was necessary to close the store for several hours.

The many friends of **Mr.** and **Mrs. H. M. Cooke,** of Salisbury and Spencer, will be glad to learn that the latter has returned home after an illness of several weeks in a Baltimore hospital.

All Around the State

M. J. Leimkuhler, *Reporter*

Mr. J. T. Hough, formerly of Charlotte, is now the proprietor of Fowlkes Pharmacy in Rockingham. The business is operated as the Hough Drug Co. **Mr. W. M. Fowlkes,** the former owner of this store, has accepted a position as manager of Lyon's Pharmacy in Charlotte.

Mr. L. D. Cain has resigned his position with the Independence Drug Store in Charlotte to become prescriptionist for Cline's Pharmacy in Concord. **Mr. H. P. Moore,** for a number of years with Townsend's Pharmacy in Red Springs, succeeds Mr. Cain at the Charlotte store.

The many friends of **Mr. J. B. O'Bannon,** popular sundry salesman for the Scott Drug Co. in Charlotte, will regret to learn that he has severed his connection with that firm. His future plans are indefinite, but for the next three months he will be in Florida, enjoying the fishing that State affords. You know J. B. couldn't cross a bridge without throwing out a fishing line!

A disastrous fire all but destroyed the pharmacy of **Mr. W. W. Parker** in Henderson, one of the largest and finest stores in that section of the State. The origin of the fire has not been determined. It is estimated that the damage to stock and fixtures will run into several thousand dollars. The reporter understands the insurance will just about cover the loss and damage to stock and equipment. The firm has resumed business several doors from its old location.

Messrs. C. I. Webb and **O. R. Judy** are now connected with Eckerd's at Charlotte.

Mr. R. L. Rhinehardt, proprietor of the Peoples Drug Store at Forest City, has also purchased the Hall-Rudisill Drug Co. of the same city. Mr. Rhinehardt has not

decided upon future plans as to changing the store name, etc.

Mr. B. O. Stephenson, proprietor of the Stephenson Drug Co., of Shelby, is now representing the Frederick Stearns Co., of Detroit, in North and South Carolina. Mr. Stephenson has turned over the active management of his store to **Mr. B. N. Austin,** prescriptionist of the pharmacy for the past several months.

Mr. Frank McMillan, former Sheriff of Robeson County, is now manager of the Lumberton Drug Co. in Lumberton, succeeding **Mr. John Graham,** who returns to Red Springs with the Red Spring Drug Co. Mr. McMillan was sheriff of the county for six years but was not a candidate for re-election in the recent primaries.

Mr. G. L. Nye, manager of the L. G. Fox Drug Co., of Rockingham, for some time, now holds a similar position with the Scotland Drug Co., of Laurinburg. This is the old Blue Drug Store, which was recently purchased by **Mr. John C. Graham,** of Red Springs, and a number of Laurinburg associates. The successor to Mr. Nye in Rockingham has not been announced.

Mr. J. B. Hunter, for many years manager of the Tryon Drug Co., of Charlotte, has accepted a position with the Spoon Pharmacy in the same city.

Mr. Louis Holmes, proprietor of the Park Place Pharmacy, of Charlotte, has been appointed receiver for the Tryon Drug Co. which was put into receivership on January 5.

The many friends of **Mr. Frank Gamble** will be glad to know that he is back on the job after an illness of several days. He is proprietor of the Gamble Drug Store in North Charlotte.

Mr. Joe McKay, proprietor of McKay's Pharmacy in Hazelwood, is spending two months in Florida.

Mr. J. S. Whitehead, formerly with the Biltmore Drug Store in Biltmore, has accepted a position with T. A. Walker's Drug Store in Charlotte.

Eastern Carolina News

F. L. Bundy, *Reporter*

Mr. D. L. Jordan has purchased the Sir Walter Drug Store, No. 2, in the Hayes Barton section of Raleigh from **Mr. W. W. Wiggins,** and has changed the name to the Hayes Barton Pharmacy. For the past five years Mr. Jordan has been manager of the No. 1 Sir Walter Store in the Sir Walter Hotel building, and has also acted as secretary of Wiggins Drug Store, Inc. He has disposed of these interests and is sole owner of his new store. **Mr. M. L. Shore,** who has been associated with the Hayes Barton store for some time, will continue his connection with it. Mr. Jordan attended the State University and received his license as a pharmacist in 1921. The formal opening of the store under the new management is being planned and will be announced later.

Mr. D. H. Hood, of Dunn, has resigned as teacher of the Men's Wesley Bible Class of the First Methodist Church in that town on account of ill health. Mr. Hood has been teacher of the class continuously for thirty-five years. Immediately following his resignation he was elected teacher emeritus by the class. Mr. Hood has always taken the keenest interest in his Sunday school work. In 1926 he made a trip to Egypt, Palestine, Italy, Turkey, and Rome, accompanied by his wife, where he gained additional knowledge of Biblical history. Mr. Hood has been in the drug business in Dunn for the past forty years.

A wedding of interest is that of Miss Martha Elizabeth Daughtrey and **Mr. Alton Brooks McLeod,** of Mebane. The marriage took place in Washington, D. C., on July 9, 1929 at the home of the pastor of the Metropolitan Baptist church, but no announcement of the event was made until Christmas Day, 1930 and the news came as a great surprise to the friends of the young couple. Mrs. McLeod is a daughter of Mr. and Mrs. Van Buren Daughtrey, of Roanoke Rapids, and is a graduate of the training school of the Roanoke Baptist hospital. Mr. McLeod graduated from the State University in 1926. He is a member of the Phi Delta Chi fraternity. For the past six months he

has been manager of the Pickard Drug Co., at Mebane, where he and Mrs. McLeod will make their home. He was formerly connected with the Roanoke Pharmacy Co., of Roanoke Rapids, and later with the Morehead City Drug Co., of Morehead City.

Druggists and salesmen of eastern Carolina will regret to learn of the sudden death of **Mr. James Edison Lytch** at Rowland on December 21. He became ill with kidney trouble on December 13, but his condition was not serious until a few days before his death. Born at Rowland July 16, 1892, he was thirty-eight years of age at the time of his death. He attended Trinity College, the N. C. College of A. and E., and later trained himself as a pharmacist at the State University, receiving the Ph.G. degree in 1914. He had served his town as mayor and also as secretary-treasurer of the chamber of commerce. He was a vice-president of the Rowland Tobacco Company. For a number of years he was in the cotton business but later was associated with the Rowland Drug Co., and still more recently with the Lumberton Drug Co. On February 1, 1930, he accepted a position as representative in eastern North Carolina for Parke, Davis and Co. He was married to Miss Katie Belle Pleasants in 1915 and to her and the two daughters, Misses Catherine and Jean, the JOURNAL extends sincerest sympathy.

Recent Incorporations

Miller's, Inc., Wilson. To operate a drug store. Authorized stock, $100,000, subscribed $300, by **F. M. Miller, P. B. Bissette,** and **C. M. Bynum,** Wilson.

Standard Drug Store, Inc., of Asheboro. To own and operate a drug store. Authorized capital stock, $100,000. Subscribed stock, $300. By **W. A. Underwood, E. L. Ray,** and **Henrietta G. Underwood,** of Asheboro.

The Scotland Drug Co., of Laurinburg. To own and operate a general drug store. Authorized capital stock, 400 shares without nominal or par value. Subscribed stock 50 shares. By **E. H. Evans, John C. Graham,** and **Jas. L. McNair,** of Laurinburg.

The Cochran-Ridenhour Drug Co., of Mount Gilead. To own and operate a drug store. Authorized capital stock, $60,000. Subscribed stock, $6,000. By **W. B. Cochran, Lula T. Cochran, D. G. Ridenhour** and **Berta Ridenhour,** of Mount Gilead.

Toms Drug Co., of Wilmington, Incorporated. To do a general drug business. Authorized capital stock, $25,000. Subscribed stock, $10,000. By **E. Reid Toms, Nell J. Toms,** and **Harry E. Rodgers,** of Wilmington.

Community Pharmacy, Inc., of Enka. To carry on a general drug and mercantile business. Authorized capital stock, $25,000; subscribed stock, $2,500. By **Holmes Bryson, Moore Bryson,** of Asheville, and **John R. Elson,** of Hendersonville.

The Palace Pharmacy, Inc., of West Asheville. To own and operate a drug store. Authorized capital stock, $15,000. Subscribed stock, $2,000. By **G. A. Sheider, D. W. Foster,** and **Leona Foster,** of West Asheville.

Sheider and Brookshire, Inc., Asheville. To own and operate a drug store. Authorized capital stock, $15,000. Subscribed stock, $2,000. By **G. A. Sheider, G. E. Brookshire,** and **Helen Brookshire,** of West Asheville.

General News Items

Mr. W. R. Griffin, of Macclesfield, who has been with the Kyser Drug Co., of Rocky Mount, for some time, is now with the Whitley Drug Co., of Fremont.

The Edgecombe Drug Co., of Tarboro, is moving from its old location to a corner store in the Hotel Farrar building. **Mr. A. T. Nicholson** is proprietor of the firm.

The Lane Pharmacy, of Tarboro, has resumed business at its old location.

The JOURNAL extends sincerest sympathy to **Mr.** and **Mrs. C. J. Sisk,** of Bryson City, in the loss of their baby. The little boy was injured in an automobile accident and died following a prolonged illness.

Christmas Day marked the twelfth anniversary of the opening of Cline's Pharmacy in Concord. A huge birthday cake with candles was on display in the show window of the store as an announcement of the

Twelfth Anniversary Sale. During this sale free gift packages were presented by the management to those making purchases of over fifty cents in value. The proprietor reports the sale a great success—the best the firm has ever had.

The daily press carries an item that **Mr. A. Coke Cecil,** prominent druggist and business man of High Point, has purchased at auction the George Washington cafe in the furniture city.

The Person St. Pharmacy in Raleigh was recently entered by thieves and robbed of $12.50 in cash, a dozen fountain pens, two wrist watches, several bill folds, cigarette cases and about 3,000 cigarettes. The robbers gained entrance through a skylight.

James Baily and Son, wholesale and importing druggists, 28 S. Hanover St. Baltimore, Maryland, make the following statement: "We are glad to announce in these columns the additional lines of Eaton Crane and Pike Company goods at factory prices with many lines. This service on fill-in orders will benefit you in keeping your stock complete. Mail orders will have the same careful attention as those given regularly to our salesmen on the road."

Good Man Wants Job

If you can use a licensed pharmacist here is a good opportunity:

The man is twenty-eight years old, a graduate with nine years practical experience (part of it as manager) who is being released because of depressed conditions by a store owner who says that he never had a better clerk. The man is of pleasing appearance, honest, ambitious, energetic, of good habits, married.

He can be reached by addressing your inquiry to Carolina Journal of Pharmacy, Chapel Hill, N. C.

Mail Orders for
Norwich Pharmacal Co. Products
Will be appreciated by

John K. Civil
Charlotte, N. C.
Box 52, Elizabeth Station

DRUGGISTS DO HAVE FIRES

Nearly two thousand of them in 1930, to whom their Fire Insurance, or lack of it, was of utmost importance.

Do you feel confident about **your** Fire Insurance—is it the right kind? Is it with a **safe** Company—with one which does not accept too much on a risk?

Ability to pay losses in all emergencies is one of the outstanding characteristics of **Capital Stock** Fire Insurance.

Ours is a Capital Stock Company—the only one writing exclusively on the property of Retail Druggists, and we make them a worthwhile saving in premiums.

THE AMERICAN DRUGGISTS' FIRE INSURANCE COMPANY
American Bldg. Cincinnati, Ohio

HAVE YOU ENOUGH INSURANCE?

Some of our State Agents

E. F. Rimmer
125 E. Park Street
Charlotte, N. Carolina

A. A. Coleman
Greenwood
S. Carolina

The Carolina Journal of Pharmacy

PUBLISHED MONTHLY BY THE

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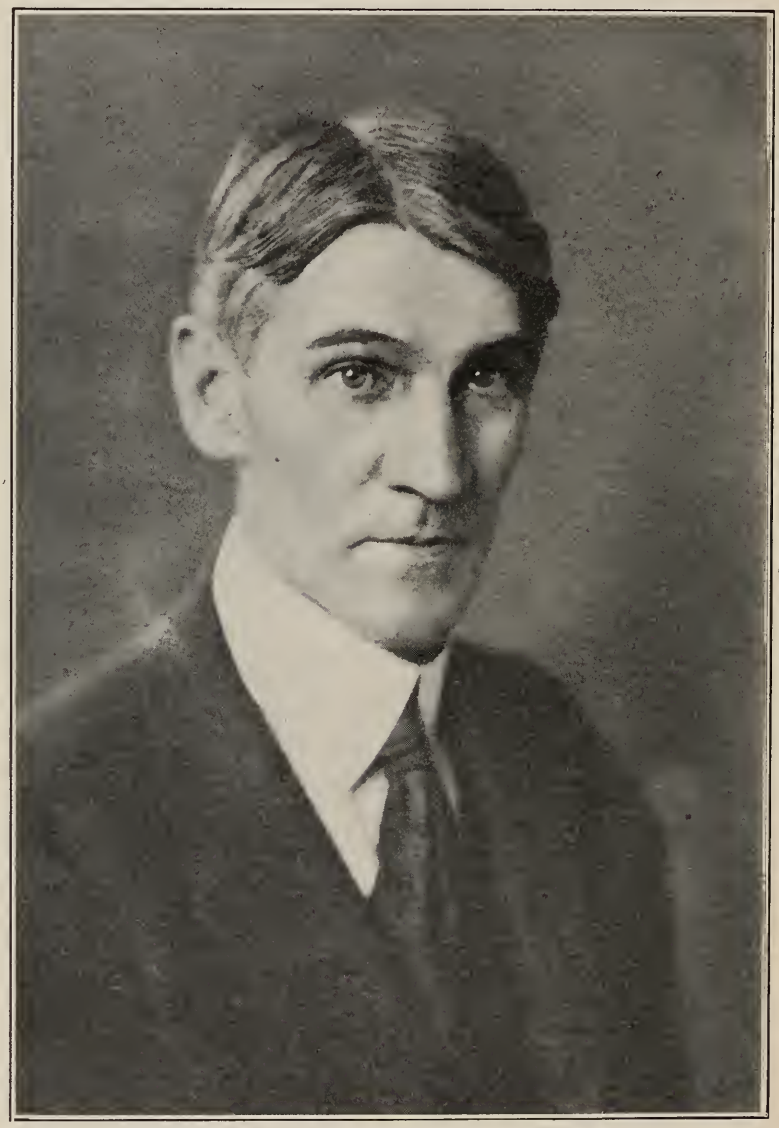
ADVERTISEMENTS—Cover Pages 2, 3, 4 and Pages I to XX

The 1931 meeting of the North Carolina Pharmaceutical Association will be held at Wrightsville Beach, June 23-25. Oceanic Hotel, Official Headquarters.



EDWARD VERNON HOWELL, of Chapel Hill
Born in Raleigh, March 30, 1872—Died in Chapel Hill, February 14, 1931

Founder of the University of North Carolina School of Pharmacy and Its Dean for Thirty-three Years

DEAN EDWARD VERNON HOWELL

Dean Howell's death on February 14 has left me shocked and stunned. For a quarter century he has been first my teacher, then my "boss," and always my counselor and friend. I have roomed in his house, camped with him on lonely mountain trips, eaten with him for five years, shared his sorrows, enjoyed his triumphs, and last fall earned a precious memory when he put his arms around my shoulders in an embarrassed way and said my friendship meant a great deal to him. My heart is full of many things I would like to say about this man of whom so many fine things can be said, but in this issue of the JOURNAL I am going instead to let his next-door neighbor, Louis Graves, tell about Vernon Howell, the most distinct personality Chapel Hill has ever known.—J. G. Beard.

Vernon Howell died last Saturday. He had been ill with pneumonia seventeen days. Twice, from the brink of death, he made rallies that astonished the doctors and the nurses; his fever dropped, he talked cheerfully, and it looked as if he had turned the corner and would get well. But at last his strength gave way, and the struggle was over.

* * * * *

When he had to take to his bed around the middle of January his relatives came from Rocky Mount to help care for him; and, as the news of his illness spread abroad, his former students came from all over the state to inquire about him. For, in every corner of North Carolina are men who remember him with gratitude for the training he gave them and with devotion for his friendship and sympathy.

* * * * *

In the old days, when I was a student here, I did not know Vernon Howell well. He was ten years older than I, and ten years was a big gap then. But when I returned to Chapel Hill in 1921 I bought a slice of his garden to build a home on, and thereafter we were close neighbors. I came to love him. He was as honest and kind and generous a man as I have ever known. Chapel Hill will never again be the same to me, never again so sweet a place, with Vernon Howell gone.

* * * * *

Scores of pictures of him come back to me as I sit here and look out of the window and across the two stone walls and the wide yard to the old house where he lived. I used to see him appear on the back porch and talk to his beloved Negro servant, Foy Baker. He was devoted to flowers, and in the spring he would potter around in his garden, and sometimes he would gather a cluster of daffodils and bring them over to us. The strip of his land nearest mine was allotted to vegetables, and every year he would plant potatoes and lettuce and tomatoes and radishes and corn and beans. He inspected them day after day, and gave directions to Foy; and often he plied the mattock and the hoe and the rake with his own hands.

His vegetable gardening afforded me a great deal of amusement, because it seemed that he did most of it for my benefit. For, just about the time the things began to ripen, he would go off somewhere—to Rocky Mount, or to his houseboat down on the coast, or maybe to New York; and the night before he left he would come over and tell me he found he had to be away for some time, and would I please help myself and thus keep the vegetables from going to waste?

I acceded eagerly. I told him that when people from afar visited me, and he happened to come in sight, I would point to him and tell the visitors proudly that he was my gardener.

I remember one time, at twilight on a summer evening, when we were out in our yard by the hammock, he came over the wall and joined us, and drew a mouth-harp from his pocket, and played us a lot of jig-tunes. He delighted in music and dancing. At social gatherings he would so bubble over with gayety, sometimes, that, unsatisfied with the more conventional dances, he would take the centre of the floor and execute fantastic solo steps of his own invention.

* * * * *

I doubt if there has ever dwelled in Chapel Hill any man who had a deeper affection for the University and the village than was cherished by Vernon Howell. There were no ifs and buts about his loyalty—it was thoroughgoing and absolute. He came here in the middle nineties, thirty-three years ago, and as the years slipped by he grew into the heart of the place, and its heart into him. It is no wonder that, to us who knew him best, his departure seems somehow as unnatural as if the great oaks on the campus, or the old buildings, had suddenly disappeared.

* * * * *

Every year, at Hallowe'en, he gave a party for children. Two or three dozen of them would gather at his home about nightfall and he would feed them ice-cream and cake and candy, and distribute gifts among them.

* * * * *

In his housekeeping he was the traditional careless bachelor. At one end of his rare old mahogany dining-room table would be a dish or a plate, and the rest of the surface would be covered by a jumble of manuscripts and books and newspaper clippings. He collected all sorts of things—old furniture, old books and diaries and letters and newspapers, chinaware and pottery, rugs and curious garments. He was always resolving to put them in order and catalogue them, but never did it.

* * * * *

He and Foy Baker, master and servant, were friends and companions as well. Occasionally Mr. Howell would become irritated about something or other Foy did or failed to do, and would quarrel with him and order him out of his sight. Foy knew how to take these explosions—he would quietly disappear and wait for the calm that he knew was sure to follow. In a little while Mr. Howell would be calling for him again as if nothing had happened.

* * * * *

It is Vernon Howell's happy moments that I like best to remember—his jests, his whimsical notions, his peaceful hours in his garden—but toward the last there was much of sadness in his life. Troubles came upon him, and he felt weary and desolate. Moods of despair took possession of him. At the bottom of his unhappiness, I believe, was the sense of loneliness. Sometimes, when he was with an old friend, his voice would tremble and he would come near to breaking down. "I go to see my friends," he said to me one evening, "and they say they are glad to see me, and I suppose they are; but they have their families and their homes—and I come back here to this house, all by myself."

* * * * *

A Friday just four weeks ago was his last day at the pharmacy building. He had told his class that when the day's work was over he was going down to Raleigh for a few hours' visit. His students left the recitation room; and the next time they came back to it they found a message Mr. Howell had written on the blackboard: "Good-bye—I'm gone."

EDITORIAL SECTION

J. G. Beard, *Editor* Chapel Hill, N. C.

The Capper-Kelly Bill

The Capper-Kelly Bill, modified in two important particulars but still having teeth has passed the House of Representatives and been sent to the Senate. Before this issue of the Journal is distributed the measure will either have passed, been killed or been sidetracked until the next session of Congress. In our opinion the Senate, *if it CONSIDERS the bill at all*, will either add unacceptable amendments or will vote for its defeat. This prophecy may sound silly by the time it is read because the Senate may do the unexpected and concur in the House action. The Senate, however, is a more conservative body than the House, and the Capper-Kelly Bill is going to have rough treatment when or if the senators take action upon it.

Sooner or later some such measure as this is, by public demand, going to pass Congress and become law. We hope the time will be at this particular session but we fear that people generally are uninterested in such legislation whereas certain powerful interests are fighting it with all of the pressure they can exert. Of course, the bill has champions, some of whom are influential, and these advocates have put up a wonderful scrap and have advanced the measure to where it is. But the mass of the people have been silent and the bulk of the very people whom the bill is intended to help have done nothing and Congress up to now has been in line with this general inactivity and it too has done nothing. When the manufacturers of the country wake up to the adverse effect upon themselves of promiscuous price cutting; when the run-of-the-mine citizen realizes that his best interests are not served by unfair methods of price baiting; and when the retail distributors of America decide to do something as individuals—then all three groups are going personally to their representatives and with an insistent voice demand that a fair trade bill be made a law of the land. Until then Congress is very likely to continue postponing consideration of this type of legislation.

After the above was written word comes from Washington that a decision has been reached by the Senate Committee on Interstate Commerce to throw the Capper-Kelly Bill off the calendar for this session of Congress.

An Explanation About Legislation Editorials

The editor is purposely not using this column to discuss the legislative situation in the N. C. General Assembly. Mr. Bowman handles this phase of our work in his Legal Section and since he is a lawyer and knows intimately of the doings in the Legislature, he is competent to do that which this editor cannot do. This is not to be construed as disinterest on our part, or as evidence that the editor is not doing his humble bit in fighting adverse legislation. It simply means that he is not talking editorially but instead concentrating his efforts in personal talks with legislators.

What About the Thieves?

(This timely and important article is borrowed from *Drug Topics*. It reproduces arguments that the editor has been preaching to his classes in commercial pharmacy for several years. We express our appreciation to *Drug Topics* for permission to reprint the article in these pages.—Ed.)

Losses resulting from a thief's breaking into a drug store and stealing a large amount of merchandise or cash would be immediately noticeable to the druggist, and he would immediately provide against the future recurrence of such a thing.

Yet in most every drug store today there is a thief that is gradually stealing profits

in a manner less noticeable but certainly as effective as if they were all stolen at once. That thief is slow-moving merchandise.

Too often, druggists forget that merchandise costs money every day it remains in the store. It is obvious that no profits are made on goods that are not sold. It is just as definitely known, although less obvious, that the longer goods remain on the shelf the smaller grow the profits which they will make when they are finally sold.

Analyses, checked by a *Drug Topics* merchandising expert, show that 2% per month is required to carry merchandise. Thus merchandise that turns only once in twelve months has a carrying cost of 24% (2% x 12). When the selling cost of approximately 15% is added to this, there is a total charge of 39% against this item.

On the other hand, an item that turns once in four months, for example, has a carrying cost of only 8%. Plus the selling cost of 15%, there is a total cost of only 23% against this item. Thus an article that turns once in four months makes 16% more profit than an article that turns once in 12 months.

There are numerous other disadvantages that accrue to slow-moving stock. Here are some of the worst:

1. Capital is tied up, and cannot be reinvested.

2. Inactive capital bears no interest.

3. Merchandise depreciates in value through seasonal changes, style changes, marketing of new products, and improvements made on the individual products.

4. Old stock is ordinarily sold at a markdown, and this represents a loss.

5. A store cluttered with old stock loses prestige.

6. Valuable shelf and storage space are inactive.

7. Insurance and taxes are increased by being paid on the same merchandise over and over.

The buying of too large a supply of one article and the buying of too many brands of one type of article are the chief reasons why many druggists become overloaded with slow-selling stock.

In the first place, they are unable to resist the lure of big discounts offered for quantity purchases. They do not realize that these discounts sometimes cause losses greater than the savings which they effect because they result in row upon row of slow selling merchandise.

The evil effect of carrying too many brands is easily seen in the case of a certain Chicago drug store. A stock analysis showed that 109 different brands of hair preparations were carried in the toilet goods department of this store. Many of these preparations had not sold in months, and all of the sales were centralized on a few brands of nationally advertised products.

From the point of view of selling, there are two other reasons why many druggists accumulate a large amount of dead stock. In the first place, there is nearly always a lack of proper displays. Effective display is one of the cardinal principles of retail selling today. Merchandise that is properly displayed sells rapidly. But if the druggist waits for customers to ask for what they want, he is sure to gather some slow-moving items. No customer knows all of the stock of a drug store unless it is shown to him.

Lack of proper interest on the part of the sales people is the second reason why many of these items are not sold. If the salesman doesn't care what he sells, or if he is interested only in selling popular articles or those articles which he prefers for his own use, he will almost invariably make an improper selection when a customer asks him to recommend some article to her. In suggestion selling also he is likely to push the wrong item. This means that certain lines must necessarily remain on the shelves.

Stock control is seldom found in drug stores having the most dead stock. No one can keep the relative selling abilities of several thousand articles in mind without the help of a system of some kind. Sooner or later proof of this is found in overcrowded shelves.

Price is another factor which causes merchandise to move slowly. This means both

wrong prices and too many prices. Are prices adjusted to meet public demand? If not, our merchandise moves slowly. Are there too many price lines? On certain items, boxed candy, for example, three price lines usually account for most of the sales. If a druggist has four or five price lines, he will be bound to accumulate stock.

Failure to determine customers' wants will load the shelves with unprofitable merchandise. After all, it is the customer who really decides what you can sell and what you cannot sell.

Knowing the factors which may cause his stock to move slowly, the druggist should check his store to see if any of them are affecting his merchandise. In case they are, he should eliminate them at once.

This brings up another point—just how can they be eliminated? And how can a stock of slow-moving items be sold? The following methods will be found practical:

The first and best method of disposing of slow selling items is open display. Investigations have proved that sales of many items will increase from 50% to 500% after being placed on an open display table. The 50% increase was achieved on a staple demand patent which is ordinarily only purchased when people are affected with a particular ailment.

An attractive table display of slow selling items, with proper talking signs; placed on a high traffic aisle will undoubtedly dispose of a good many of these "sleepers."

An occasional one-cent sale is an effective way to get rid of slow moving merchandise.

Its greatest disadvantage is that it affects future sales volume. Customers buy at reduced prices a supply large enough to take care of most of their future needs.

Customers are warned by the sale that there is some old merchandise to sell. They are on the look out for it, and, unless the druggist is careful in including old stock, they are inclined to buy only the fresh, new merchandise put in as leaders.

Another method of moving slow-selling merchandise is to mark down the price of the article and offer it as a special. The price should be cut enough to move the article at once. If this is not done at the beginning, a series of reductions must often be made before the item is sold. Customers who see an article further reduced in price each week know that the item is not selling, and they are not inclined to buy it.

One can also move old stock by paying sales people a special commission of 10 to 15 per cent on all of this merchandise they sell. This encourages sales people to make special efforts to sell this particular stock.

Slow selling items are usually marked in such a way as to call them to the attention of the sales people. A common method is to attach a small gilt star either to the merchandise itself or to its container.

However, care should be taken in using this method. Clerks may overdo it and offend a valued customer. To illustrate this point, take the following case. A customer comes in to purchase a particular make of electric iron. The sales person, stimulated by the promise of a special commission for selling another brand, insists that she should purchase that brand. The customer finally buys the iron suggested by the sales person. This iron proves unsatisfactory. As a result, the customer does no further buying in this store, for she realizes that the sales person didn't sell her the iron she really wanted.

The only time this substitute selling is warranted is in case the customer asks for an item and has no preference as to brand.

All in all the commission method must be used carefully in order to avoid ill effects.

Another way to move slow-selling stock is to make use of "companion sales." The following example shows how this method works. When a druggist discovers that a certain brand of tooth paste is not selling unusually well, he offers a tube of this paste and a brush at a price so low as to insure their being sold. Sometimes the offer includes an additional item, such as a mouth wash. A window display is often used to call attention to a "companion sales" offer. In every case, associated sales items are combined. Some other examples are: pipes and tobaccos; shaving cream, razor,

(Continued on Page 187)

THE T. M. A. PAGE

STERLING L. HUBBARD, *Editor* Box 270, Reidsville, N. C.

We are delighted to welcome **Roy A. Utter** as a member of the T.M.A. Roy sells Armand's and makes his headquarters at the Charlotte Hotel in Charlotte. He confided in your Secretary a few days ago that if either he or **Mr. Carl Weeks** were in the drug business they would surely give the Armand salesman a nice big order every time he called.

Hurrah! TWO of those lost applications have been found. **Buford Stone** "found" one and **Doc McElveen** dug up another. Several gave the Secretary some beautiful promises, so, thinking they were entirely good, we took them to the bank along with those promises to pay the unpaid **Assessments** and **Strange** (?) to say the bank wouldn't accept them for deposit. We can't blame the bank, however, for if it could not cash in on them in the same time that we have been **trying** to cash in on them, we fear the bank examiner would throw them out as **frozen.**

The T. M. A. extends deepest sympathy to **P. A. Hayes,** of the **Justice** Drug Co., of Greensboro, in the death of his father, which occurred a few weeks ago.

Every T. M. A. member has lost a true and beloved friend by the recent death in Fayetteville of **Mr. Henry Ruffin Horne.** Heartfelt sympathy is extended to his family.

Wires of sympathy were sent for the Auxiliary by your Secretary at the time of each of the above deaths.

Our good friend and loyal T.M.A. member, **Dave L. Shreve,** of the Justice Drug Co., of Greensboro, has returned from Baltimore where he went for further treatment in the Johns Hopkins Hospital. Dave says he thinks he is going "to make the grade" this time all right. Good luck, Dave!

One of the most ardent supporters and members of the T.M.A. is **Floyd Coble,** popular owner of the O. Henry Drug Stores in Greensboro. We know that every member of the Auxiliary will be deeply grieved to know of a very serious fire loss recently at the O. Henry Drug Store, No. 1, the headquarters of these stores. However, Floyd says you can't keep a good man down and he is going right ahead to re-open as soon as possible.

Your Secretary has been in South Carolina for less than ten days and he has had at least twenty-five or thirty invitations to join the S.C.T.M.A and, of course, he is joining. These boys down here **Believe** in the T.M.A. How many have you fellows tried to sell T.M.A. recently? **Sell** it, don't just leisurely ask a prospect.

Your Secretary had the pleasure of seeing in Charlotte a few days ago our old friend, **R. I. (Jack) Blackwell,** who sells D'Orsay perfumes. You know Jack committed matrimony just as we were going to the convention last summer and couldn't be with us, but he says that he is making plans to be at Wrightsville Beach with bells on.

R. J. Ballard, who sells Beaufont Ginger Ale, told me in Spartanburg, S. C., a few days ago that Beaufont made just as good a chaser in South Carolina as it did in North Carolina and the people liked it. No, we didn't either—just had Beaufont and nothing more.

Ed Lane, who sells Nunnally's candy in North Carolina, has recently moved to Charlotte and will have his headquarters there in the future. Welcome to North Carolina, Ed. and Mrs. Ed.

W. L. Johnson, of Parke, Davis and Co., who makes his home in Gibson, was very signally honored by the *Southeastern Drug Journal* in their January issue with a nice write-up and his picture. More power to you, "W. L."

ARE YOU INSURED?

In the wee small hours of the morning recently I was called down to my store with the announcement of the police officer "that there is a fire next door to your store and you had better come down." If I had not been fully insured this alarm would have caused me great concern and terror would have gripped my heart. But I believe in insurance and keep everything that I have that is worth anything well covered so I had no cause to feel shaky on that early morning. The damage was very slight.

I have read with great regret lately of business men suffering from fires who were only partially insured—some had no insurance at all—and especially am I concerned about my drug friends who are not fully insured, many of whom have suffered a loss of almost all their life savings by a disastrous fire.

It is always the unexpected that happens so, my friends of the N. C. P. A., look after this most important matter and carry full insurance on your stock and fixtures as well as on your building. It is the best investment that you can make. The cost is not great and the satisfaction of knowing this when the fire bell rings is the best feeling in the world. Your credit rating is higher when you are carrying full insurance. Your jobber will take a greater risk on you when he knows his investment in your stock is covered in case of a fire. The savings of a life time can be swept away in a few minutes in a disastrous fire. Take your policies out today; look them over; and if you are not well covered send in for more protection. Delays are dangerous. If you have adequate insurance when the fire bell rings you can take it easy.

Yours sincerely,

(Signed) C. B. MILLER,
President N.C.P.A.

LEGAL SECTION

FREDERICK O. BOWMAN, LL.B., *Editor* Chapel Hill, N. C.

The Legislative Situation

Retail druggists of the State have wondered from time to time, in all probability, during the forty seven days the General Assembly has been in session, why they have not been called upon to protest against the passage of the many proposed sales tax bills introduced that so vitally affect the retail drug trade. Upon reflection and when the nature and the effect of measures submitted are considered, the reason we think will be obvious. Those charged with the duty of guarding your interests after viewing the situation from every angle have been forced to the conclusion that we should await definite developments, and until the time when some concrete proposal should be submitted, before we should engage in a campaign of warfare. At the time this is written, (February 23) after weeks of deliberation and study on the part of members of the Joint Finance Committee of the House and Senate, composed of more than fifty members, there is seemingly just as much confusion and uncertainty as to how the additional millions in revenue, estimated anywhere from ten to fifteen, that will be required to carry out the mandate in the McLean School Bill, passed early in the session, pledging the State to the financial support of the constitutional six-months school term from sources other than ad valorem, may or can be provided.

A Sub-Committee of seven members, four from the House and three from the Senate, was appointed with instructions to investigate all sources of revenue and make recommendations to the full Joint Finance Committee. The sub-committee has been holding daily sessions, and has had the introducers of several of the sales tax measures and others before it to furnish explanations and estimates on their respective bills, but as yet this sub-committee is wholly in the dark as to the means of providing the extra millions to be obtained, if the State is to operate the six months public school term.

Every member of the N. C. P. A. may rest assured that the representatives of your Association are not only watching every development in all matters pertaining to tax measures, as well as all other proposals affecting its members, but also keeping in close touch with the legislative situation generally. When the time comes for you to act, you will be notified promptly and suggestions will be furnished as to how you may best aid the Association in getting the results desired. I feel sure that every member will respond as never before when the call for action and co-operation is broadcast.

Tax Proposals Pending

Directly affecting the retail drug trade, in addition to the proposed tax of 10% on the invoice cost of all syrups of every kind, including simple syrup, used in the mixing of soft drinks at the soda fountain, plus a flat annual tax of $10.00 on every soda fountain operator; and the proposed increase of from $5.00 to $15.00 on dealers of cigarettes and tobacco products located in the larger towns, both of which proposals were explained in the February issue of the JOURNAL, there have been introduced six different sales tax bills involving most of the forms of sales tax legislation that have been enacted by the States of the Union employing this type of revenue legislation.

The Baggett-Young Gross Sales Tax Bill

Early in the session, following the passage of the McLean School Bill, Senator Baggett and Representative Young, both of Harnett County, introduced what is termed

a gross sales tax bill (S. B. 43; H. B. 98), modeled after the West Virginia Sales Tax Law. This bill provides for a gross sales tax, ranging in rate from one-tenth of one per cent to one per cent, on practically everybody and everything, including miners, real estate dealers, stock brokers, banks, railroads, contractors, operators of theaters and amusement enterprises, and all professional men, with a provision exempting $10,000 of gross sales. The bill also carries a provision imposing a tax of three-tenths of one per cent upon all persons and businesses not taxed by specific sections of the act, and exempting from the act, savings banks, labor and farm organizations, and fraternal and civic bodies.

The Baggett-Young bill provides for its administration by the Commissioner of Revenue, for the filing of verified reports, for examination of books, and for heavy penalties for violation of its provisions. The tax imposed under this bill is in addition to all other license and privilege taxes levied by law except where otherwise therein provided. The revenue so derived shall be used for the support and maintenance of the six months school term, it is provided.

The introducers estimate that the measure will bring into the State Treasury more than twenty millions of dollars annually; while the estimate of the Tax Commission as to the amount of revenue it will produce is around six million dollars.

The Day General Sales Tax Bill

On the same day the Baggett-Young bill was introduced, Representative Day of Onslow County, flung into the legislative hopper H. B. 99, a general sales tax bill, patterned after the Kentucky Sales Tax Law, levying a tax on the gross annual sales of merchandise at retail on a graduated scale ranging from one twentieth of one per cent on the gross sales up to $400.00, to one per cent on gross sales of over $900,000.00. Only gardeners, truck farmers and farmers are exempted from the provisions of the bill.

Under its provisions, the merchant is required to file a verified report on or before February 15th, of each year with the Commissioner of Revenue, showing the gross sales for the preceding calendar year, but the Commissioner may require additional information and may examine the books and records for the purpose of ascertaining the amount of taxes due. Heavy penalties are provided for failure to make reports, pay the tax due, etc.

This bill provides, also, that the revenue raised from its operation shall be used for the maintenance of the public schools of the State.

The Lovell-Day Nuisance Sales Tax Bill

The Lovell-Day Nuisance Sales Tax bill (S. B. 50; H. B. 115), introduced by Representative Lovell of Watauga County and Representative Day of Onslow, is modeled after and contains virtually the same provisions as the So-Called Luxury Sales Tax Act of South Carolina. It provides for different rates of tax being applied to different classes of merchandise, a sales tax from five per cent to twenty per cent, on soft drinks, cigarettes, cigars, candy, playing cards, theatre admissions and amusements, shotguns, shells, cartridges, etc. Provision is made for the affixing of stamps, as is the case in South Carolina. The administration of the act is under the Commissioner of Revenue, and all persons, firms, or corporations dealing in such articles are required to be licensed. The Bill provides adequate and complicated machinery for its enforcement. This bill, likewise, provides that the revenue derived from its operations shall be used for public school maintenance.

Hinsdale "Selective Sales Tax" Bill

The Hinsdale "Selective Sales Tax Bill" (S. B. 81), introduced by Senator Hinsdale of Wake County, is practically identical with the South Carolina "Nuisance Sales Tax Law". In addition to taxing the selected classes of merchandise taxed under the Lovell-Day bill, this bill would add to the list of commodities taxed, automobiles, tractors and malt extracts. It carries drastic provisions for forfeiture of unstamped goods

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HAPPENINGS OF INTEREST

ALICE NOBLE, *Editor* Chapel Hill, N. C.

All Around the State

M. J. Leimkuhler, *Reporter*

Mr. C. H. Allen, of Huntersville, has bought the Center Drug Co., in Winston-Salem and will operate the business under the name of Chas H. Allen, Druggist.

Mr. and **Mrs. J. M. Darlington,** of Winston-Salem, announce the arrival of a daughter, Miss Edith Anne, on December 3.

Mr. H. P. Underwood, district manager for the Upjohn Co., on January 20, received painful injuries when his car was struck by an automobile driven by a party of Pennsylvania tourists en route to Florida. The accident happened near Kingstree, S. C. Mr. Underwood was accompanying **Mr. E. F. Good,** of Gaffney, S. C., on his initial trip as representative of the company. Mr. Good was taken to a local hospital in a serious condition with a crushed and torn knee, fractured nose, two other slight fractures and cuts on the head, while Mr. Underwood was cut about the face, head and leg. The Pennsylvanians injuries were not so serious.

Mr. M. M. Sessoms has resigned his position with Eckerd's Drug Store in High Point.

Mr. H. A. Ackerman has resigned his position as manager and buyer of the Taylor Drug Stores in Winston-Salem, and has been succeeded by **Mr. C. C. Sharpe,** formerly manager of the Yadkin Pharmacy in Salisbury. Mr. Ackerman has not announced his plans for the future, but for the present he is enjoying a vacation at his home in Bishopville, S. C. Certain other changes have been made in personnel of the Taylor stores. **Mr. J. J. O'Donnell** has been succeeded at the Fairview Drug Co. by **Mr. A. D. Walker. Mr. T. R. Carothers,** formerly with Hutchins West End Drug Store, goes to the Southside Drug Co. to succeed **Mr. C. Roberson,** who takes Mr. Walker's place at the Liberty Drug Store.

Eastern Carolina News

F. L. Bundy, *Reporter*

On the night of February 1st the Page-Hocutt Drug Co., of Henderson, suffered a severe fire and water damage. The fire broke out on the second floor of a printing office next door and the drug store was soon knee deep in water. The damage was covered by insurance. This is the second drug store in Henderson to be damaged by fire within a few weeks as the W. W. Parker Drug Co. suffered a similar loss recently. However, the latter drug store was particularly unfortunate, as it had three fires within a period of eight days, all of them presumably starting in the prescription department!

Mr. J. L. Alderman has accepted a position as manager of Wiggins Drug Store in St. Pauls. He was formerly with Galloway's Hillsboro St. Drug Store.

Mr. Ralph P. Rogers, of the Rogers Drug Co., of Durham, is enjoying a two weeks winter vacation in Florida accompanied by his family. In addition to visiting the points of interest in Florida the party will make a trip to Havana, Cuba. **Mr. R. P. Rogers** and his brother, **Mr. W. F. Rogers,** have operated a successful and progressive drug business in Durham for over fifteen years.

Mr. R. I. Dailey, of the Gardner Drug Co., of Reidsville, has just been elected president of the Rockingham County Building and Loan Association. "Speck" says the salary attached to his new position hasn't tempted him to quit the drug business so we are looking forward to seeing him at Wrightsville Beach in June.

Mr. E. F. Rimmer, of Charlotte, has just made a business trip to Henderson to make an adjustment on the Page-Hocutt's fire damage. Mr. Rimmer represents the American Druggists Fire Insurance Co., of Cincinnati. He also operates two drug stores in Charlotte's fashionable "Dilworth."

Mr. C. M. Andrews, proprietor of the Burlington Drug Co., of Burlington, has just recovered from an attack of "Flu."

Friends of **Mr. Roland Gooch**, of the Lyon Drug Co., of Oxford, will be glad to learn that he is rapidly improving after a long illness in Asheville, and is now able to take daily exercise.

Mr. S. O. Brewer has been appointed pharmacist for the new Duke Hospital in Durham. Mr. Brewer is the former representative of the Norwich Pharmacal Co. in eastern North Carolina, but for the past five years he has operated an up-to-date drug store in West Durham. In the future he will divide his time between the drug store and the hospital. **Mr. Covington Smith** will have charge of the drug store during Mr. Brewer's absence. Mr. Smith has been connected with drug stores in West Durham for the past ten years.

Mr. E. L. Bradshaw, for the past several years with the Greenville Drug Co., of Greenville, is now making his home in Kinston where he has accepted a position with the Lenoir Drug Co. He succeeds **Mr. M. B. Melvin**, who returns to his home in Roseboro.

Mr. C. R. Wheeler is now with the Nissen Drug Co., in Winston-Salem.

We had the pleasure a few days ago of visiting the Edgecombe Drug Co. in Tarboro, which has just moved into attractive new quarters in the Farrar Hotel Building. The store presents a most attractive appearance and is up-to-date in every particular. Many years ago the firm of Staton and Zoeller, well known Tarboro druggists, had their store at this location, and the owner of the Edgecombe Drug Co., **Mr. A. T. Nicholson**, worked in it from 1900-1910. He then became the proprietor of the present store. Mr. Nicholson is originally from Rockingham.

We went into one of the stores in our territory the other day in which Unguentine is a "best seller." The proprietor is a firm believer in the product; he trains his clerks to push it! To prove this, here is what had happened just before the Norwich representative called: A customer asked a young relief clerk for something for heart burn and the clerk promptly tried to sell the customer a tube of Unguentine! How's that?

Piedmont Topics

John K. Civil, *Reporter*

Mr. W. L. Pierce, for the past thirty years connected with the Scott Drug Co., of Charlotte, has resigned his position and moved to Florida. **Mr. A. S. McCord**, originally of Greenwood, S. C., but who has been representative of the Scott Drug Co., for the past ten years with headquarters in Lumberton, succeeds Mr. Pierce and will make his home in Charlotte. **Mr. E. Ragan McIntyre**, formerly with the Lumberton Drug Co., of Lumberton, takes over Mr. McCord's position in the eastern part of the State. **Mr. John Dunwoody**, succeeds **Mr. J. B. O'Bannon** as sundry representative for the Scott Company and will make Charlotte his headquarters. Mr. O'Bannon resigned several weeks ago and is now spending some time in Florida.

The Purcell Drug Co., of Statesville, recently installed a fine and up-to-date fountain.

Mr. J. M. Spoon, who recently sold his store in Charlotte, has opened the Spoon Ice Cream Co. in the Mecklenburg City. It is located on Fourth St. and will manufacture ice cream with a Taylor Ice Cream machine.

Mr. L. B. Simpson, who has been connected with Charlotte drug stores for some time, has accepted a position with the City Pharmacy, of Rock Hill, S. C.

General News Items

Mr. A. Coke Cecil, well known druggist, has been elected to membership on the board of city school commissioners.

Mr. H. E. Rees is now a full fledged lawyer, having passed the recent State Bar examinations. Mr. Rees is a graduate of the

State University School of Pharmacy and received his license as a pharmacist in 1924.

Mr. W. D. Ellis, of Greensboro, has accepted a position with Fagg's Drug Store in Martinsville, Va.

Mr. R. M. Willis, of Southport, is prescriptionist for the Peele Drug Store in Princeton.

Mr. R. I. Crowley, has been transferred from Mississippi and Arkansas territory to represent E. R. Squibb and Sons in eastern N. C. His headquarters are at 1917 Sunset Ave., Raleigh. Mr. Crowley recently paid the JOURNAL offices a visit accompanied by **Mr. J. W. Harrell, Jr.** We have also had the pleasure within the past week or two of visits from **Messrs. M. J. Leimkuhler** and **F. L. Bundy.**

We understand that the Clayton Drug Co., of Roxboro, has filed a petition of bankruptcy.

The Raleigh Evening Times recently carried a photograph of **Miss Elizabeth M. Shore,** attractive daughter of **Mr.** and **Mrs. Madison Shore,** of 1405 N. Person St., Raleigh, "who by popular student opinion and associate faculty recommendation has been selected 1931 sponsor for the Forestry Club of North Carolina State College."

Announcement has been made of the opening of a new drug store in Hertford on a site next to the Hertford Banking Company. The proprietor is **Mr. J. E. Sparks,** formerly with the Anderson Drug Store in the same town.

Mr. J. L. Baker, of Nashville, is now prescriptionist for the Bailey-Sessoms Drug Store in Williamston.

The Wilson Drug Store, of Monroe, has been incorporated to operate a retail drug store with authorized capital stock, $25,000 and $5,000 subscribed stock by **Messrs. R. C Funderburk, C. A. Wilson,** and **Dr. J. W. Neal,** all of Monroe.

Clark's Drug Store, of Williamston, has been incorporated to own, operate and conduct a general retail and wholesale drug business. The authorized capital stock is $10,000 with $500 subscribed stock by **C. B. Clark, Louise Clark,** and **H. M. Clark,** of Williamston.

The Summey Drug Co., of Mount Holly, has been incorporated to buy, sell and deal in drugs and all articles that may be sold and dealt in in a drug business. The authorized capital stock is $10,000 with **Messrs. J. W., Jas. W.** and **P. B. Summey,** of Dallas as incorporators.

The Carswell Drug Co., located at 1415 Liberty St., Winston-Salem, was considerably damaged recently by fire starting in a trash barrel. The loss, amounting in the neighborhood of $6,000, was covered by insurance.

Mr. E. E. Missildine, of Tryon, is the president of the re-organized Tryon Bank and Trust Company.

Mr. M. L. Cline, second year student in the University School of Pharmacy, has withdrawn from college to accept a position with McNairy's Drug Store in Lenoir.

Mr. J. G. Ballew is a member of the board of directors of the Union National Bank, which was opened in Lenoir on January 29 as the successor of the old First National Bank, which failed to open for business on December 19. The new bank is capitalized at $150,000.

We understand that the Hall-Rudisill Drug Co., of Forest City, has been sold to **Mr. W. H. Gray,** of Lumberton, who will operate the pharmacy as the Gray Drug Company. **Mr. J. S. Rudisill** will continue as the registered pharmacist.

A letter from **Mr. O. D. Biddy,** originally of Asheville, states that he has been living in Washington, D. C. since last May. He was married on October 1st in this State. His present address is Apt. 704, the Mayfair, 2115 C St., N. W.

Robt. M. Green and Sons have recently made installations of their soda fountains in the following drug stores: F. W. H. Logan, Spindale; Overman and Stevenson, Elizabeth City; the C.O.D. Drug Co., Rocky Mount; Purcell Drug Co., Statesville; and the Jones Drug Co., Lexington.

Robinson's Drug Store in Goldsboro was recently entered by thieves. A hole was bored in the rear door and a panel broken off. Stamps and a small amount of cash were taken.

Dr. E. V. Zoeller, of Tarboro, is the owner of a new automobile. Several weeks ago he was returning with his sister, Miss Bertha Zoeller, to his home from Rocky Mount, and in trying to get out of the way of a car approaching him rapidly he was forced into a truck improperly lighted and standing well into the middle of the road. Both Dr. Zoeller and his sister received painful, but not serious injuries, and we are happy to report that both have entirely recovered. Dr. Zoeller's Chrysler car was completely wrecked. We understand that the insurance company made a complete adjustment of the loss of the car.

We understand **Mr. J. E. Turlington** is in charge of the prescription department of Scruggs Drug Store recently opened in Andrews.

Chemicals Cause Costly Blaze

A negro porter working in the Duffy Drug Store in New Bern accidentally dropped an empty bottle on another bottle causing chemicals to explode, and resulted in a fire that did damage estimated at $30,000 to the drug store building and stock. Smoke also damaged the stocks of two adjoining stores. We understand the losses were only partially covered by insurance, but work has already been started toward renovating the building, and the company hopes before long to re-open for business.

Drug Store Merger

A sale involving several thousand dollars was consummated recently when **Mr. W. H. Snuggs,** owner of the Snuggs Drug Store in Albemarle, purchased the stock and fixtures of Hall's Pharmacy in the same town from **Mrs. J. C. Hall,** executor of the estate of her late husband. The sale price was not announced. Mr. Snuggs has operated a drug store in Albemarle for over a quarter of a marle Drug Co., and later with the present store. He is planning to merge the two stores but has not yet decided on the building to be used. Both pharmacies are on century, first as the proprietor of the Albe-Main Street.

Wilmington Store Changes Hands

The Speer Drug Co., No. 2, located at the intersection of Front and Market Streets, Wilmington, has been sold by the owners to **Mr. E. R. Toms,** who has been connected with the Speer Company for the past three years in the prescription department in store No. 1. He was licensed as a pharmacist in 1919 and for about nine years was with Hall's Drug Store in Wilmington. Since that time he has been with the Speer Company. He will operate his store as Toms Drug Company.

Employees Held Up

The local police have not been able to pick up any clue as to the identity of two unknown white men who held up employees in the rear of the Galloway drug store on Hillsboro Street in Raleigh and took $50 before leaving the place. When the strangers entered the store, one of them ordered a drink and the other produced a pistol. Several patrons and the employees were marched to the rear of the store while the cash register was rifled of its money. Leaving the building, the two men walked leisurely, but it is believed, they entered a parked car later.

Drug Store Gutted by Fire

The O. Henry Drug Store, No. 1, located on S. Elm St. in the center of Greensboro's business district, and the largest of a group of five stores owned and operated by **Mr. H. F. Coble,** was gutted by a fire of undetermined origin, early on the morning of January 11. The damage is estimated at around $50,000. The fire began in the basement and climbed to the prescription department on the first floor and on to the second by means of an elevator shaft. The building has been used for a drug store for about seventy years. In it once worked **William Sidney Porter,** famous short story writer for whom the present store was named. Practically all the prescription files, together with the safe and its contents were saved. Mr. Coble states that business will be resumed at the store just as soon as repairs can be made and the pharmacy re-

stocked. In the meantime the other four O. Henry stores will continue operation as before and will fill all orders and prescriptions given to store No. 1.

Pharmacy Students Make Gift

Just before college closed in the spring of 1930 the students in the School of Pharmacy of the State University decided to make a gift to the school. The gift selected was a Frigidaire bubbling drinking fountain. The fountain was delayed in reaching Chapel Hill but it was installed within the past month in the corridor on the first floor near the main entrance. It is attractive in design and is greatly appreciated by the present students of the school.

Fifty-one Years at Same Stand

The following item from the *News and Observer* of January 22 will be of interest to JOURNAL readers:

"**John G. Hall**, who has operated Hall's Drug Store in Oxford for over 51 years in the same stand, celebrated his 75th birthday during the past week, and was presented a handsome watch fob by several members of the medical profession in Oxford. His business is the oldest in the community and the only firm to have reached the age of 50 years under the same management. Mr. Hall has seen 34 drug stores begin and cease operations during the time his store has stood the test of time. He still is actively engaged in the business life of the community, taking an active part in every undertaking for the uplift of the community."

The JOURNAL joins the many friends of Mr. Hall in wishing for him many more years of happiness and service to his community. He started in the drug business on February 1, 1879. For over 25 years he never left the store before one or two o'clock at night, but "sixteen years ago he stopped that sort of foolishness." He now has associated with him his two sons, **Messrs. Sam C.** and **John Perry Hall**, both of whom are registered pharmacists.

Pharmacy Class Officers Chosen

Elections were recently held by the pharmacy classes at the State University and the following officers chosen: Third Year Class: **T. W. Gordon**, Hillsboro, president, **R. P. Craig, Stanley**, vice-president, **Marie Rogers**, Kinston, secretary, and **C. L. Clodfelter**, Thomasville, treasurer. Second Year Class: **G. C. Hartis**, Matthews, president, **M. T. Upchurch**, Apex, vice-president, **J. C. Coble**, Snow Camp, secretary, and **F. Ray**, Sanford, treasurer. First Year Class: **H. G. Brown**, Efland, president, **M. M. Brame**, Winston-Salem, vice-president, **H. M. Cooke**, Salisbury, secretary, and **H. F. McArver**, Lowell, treasurer.

Our Heartiest Congratulations

The JOURNAL extends heartiest congratulations and many good wishes to **Mr. and Mrs. Thomas Ruffin Hood**, of Smithfield, who celebrated their fiftieth wedding anniversary on February 9. Mrs. Hood was formerly Miss Lucy Woodall, of Smithfield. The families of the couple were among the first residents of Smithfield and the entire community took part in celebrating the golden wedding anniversary of the distinguished citizens. Mr. Hood is one of the most beloved members of the State Association having been affiliated with the organization since it was founded in 1880.

Narcotic Cabinet Rifled

The narcotic cabinet of the Freeman Drug Co. on Main Street in Burlington was robbed during the night recently by an unidentified person or persons after entrance was gained through a door at the back of the building. It is believed that the thief was familiar with the layout of the store as he broke a pane of glass in the door, reached in and turned the key which had been left in the lock. When employees of the store entered the next morning they noticed the broken pane of glass. A bottle lying on the floor in front of the cabinet containing the narcotics pointed out the drug raid. Police have been trying to determine how the robbers found access to the lot behind the building which is completely "walled in" by other buildings.

Stanly Druggists Form Association

The druggists of Stanly county have organized an association of druggists. The

first meeting was held on February 2 and the following officers were elected: President, **Lee Moose**, Albemarle; Vice-President, **L. L. Sapp, Badin**; and Secretary-Treasurer. **E. G. Boysworth**, Norwood.

Lost Long Ago—Found Today

The following item to the associated press from a Kinston correspondent will be of interest to JOURNAL readers in general and particularly to the friends of **Mr. R. H. Marston**, representative of the Upjohn Co.;

"Henry Marston, a drug salesman, lived in an apartment house in the lower part of Kinston eleven years ago. Among his possessions were five gold coins and $28 in paper money, the latter found at various times on the floor of a drug store where he was employed. The coins and bills were in a small bank in his rooms.

"One day there was a robbery in the apartment. The thief took the gold coins and nothing else. Why he left the bills has always been a mystery to Marston.

"Among the coins was a 25-cent piece, a tiny wafer of gold. Many persons now in their old age never saw a gold quarter dollar. The owner prized it highly, because it had been given him by his father in the first weeks of his life.

"Recently a woman residing in the apartment house started out to do a little gardening in the rear lot. She dug up a gold coin, then another. She became excited, wondering if she had come across a treasure cache. She called to a neighbor. The latter remembered the theft of Marston's gold. He was communicated with.

" 'The quarter had a cross scratched on it,' he said. He gave the date on the coin, also. One of the coins dug up was a quarter. It had a cross on it and the date was the same as that given by Marston. It was turned over to him, together with a dollar found in the same spot. He was delighted to get the 25-cent piece back.

" 'It is one of the things I shall always wonder over,' Marston said, thanking the finder. 'I cannot understand why the thief should have buried the gold. And why he left the paper while taking the gold is another poser.' "

Warning to Readers

The JOURNAL is just in receipt of a letter from **Mr. A. B. Kunkle**, proprietor of the Conover Drug Co., of Conover, in which he warns our readers against certain attractive sounding jewelry deals that are being offered to drug stores.

Mr. Kunkle states that about two years ago a jewelry salesman came and sold him a bill of goods that proved on arrival to be merely ten-cent store merchandise. Mr. Kunkle returned the shipment and was sued by the firm but the Superior Court threw the case out. Mr. Kunkle tells us that there are several "shyster" jewelry firms having salesmen in this State and that he knows of druggists who have been swindled by them. He thinks they are all the same firm operating under different names. He says also that the order blank the druggist is required to sign is in reality a contract form and that the burden of proof ordinarily falls upon the druggist to show fraud if he is to escape payment for worthless merchandise.

Finally Mr. Kunkle warns druggists against a certain kodak film dealer where a promise is made when the order is taken to have a follow-up man push the sale of the films. This follow-up man never appears.

We are printing the substance of Mr. Kunkle's warning because we believe that only by giving publicity to this sort of thing can other druggists learn to refuse to buy from unreputable salesmen.

Marriages

Miss Nell Blair Gwyn and **Mr. Robert Brame** were married at the Methodist church in North Wilkesboro at noon on December 31. After a wedding trip to southern points of interest, the bride and groom are at home in North Wilkesboro where the latter is associated with his father, **Mr. R. M. Brame**, in the drug business.

Deaths

Mr. Grover Bellamy Walton, since 1927 proprietor of Walton's Pharmacy in E. Flat Rock, died at his residence in Hendersonville on November 30. Mr. Walton was licensed as a pharmacist in 1909 and for a number of years practiced his profession in

Washington, Tarboro, and Wilson. He had, however, made his home in Hendersonville for the past nine years.

Mr. E. J. Barker, prominent farmer and druggist of Rowland, died at his home on the afternoon of January 16 following an attack of double pneumonia. The deceased was born in Lumberton on May 8, 1887, the son of J. A. and Harriett (Warwick) Barker. He received his pharmaceutical education at the State University and was licensed as a pharmacist in 1911. He had been a member of the N. C. P. A. since 1916. In 1912 he married Miss Sallie B. Gibson, of Gibson, who survives him, as well as two children, his parents, and a sister and a brother.

Captain Isaac Emerson, native North Carolinian and multi-millionaire drug magnate, died at his home in the Green Spring Valley, Maryland, on January 23 at the age of 71. Capt. Emerson was born in Chapel Hill on July 24, 1859 and was educated at the State University, graduating therefrom in 1879. He served as instructor in the chemical laboratories 1878-79. Although he had lived in Maryland for many years he had always retained his interest in his native State and was a staunch friend of the University, being the donor of the Emerson stadium and athletic field. His great wealth was accumulated largely from the manufacture of Bromo-Seltzer, the formula for which he worked out and patented when he was a young chemist nearly half a century ago.

NEWSPAPER TRIBUTES TO MR. H. R. HORNE

H. R. Horne, Gentle Nonagenarian, One of the Last Links to Great Past

"With the death of H. R. Horne, of Fayetteville, in his 92nd year, the State loses one of those human landmarks whose heart and vitality identify them with the present.

"Mr. Horne was one of the very few survivors of the famous North Carolina Bethel Regiment, having written the resolution by which the Fayetteville Independent Light Infantry offered its services to the State. He participated in the first clash at arms in the Civil War and afterwards, in another command fought until its conclusion.

"In peace he entered business as a druggist and had been uniformly successful. He took a great interest in his profession, helped to organize it, was a member of its board. As he grew old in years he remained young in his interest in the people of his city, his friendships were kept alive, he grew in the gentleness that comes to mark the observing sage.

"With it all, he remained about his business, until a short while ago being seen daily at the store he founded on a location it occupied for more than two generations.

"'Horne's Drug Store' in Fayetteville was a gathering place and club—a social center. Its presiding genius was the little grey man who smiled down on its activities and continued to learn and to absorb and to resist what must have been the tug of nature to retire into memories."—*Raleigh Evening Times*, January 14, 1931.

Honor to Private Citizen

"The mayor of Fayetteville declared a workless city during the funeral of Henry R. Horne, 92-year old druggist, who won high place by his long life of rectitude and devotion to duty. Mr. Horne was an honor to his profession and a citizen who measured up to the highest standard.—*News and Observer*, January 15, 1931.

The Old-Fashioned Southern Gentlemen

"You may look this old world over and you will find no finer type of man than the old-fashioned Southern Gentleman. . . . . Such a gentleman of the old South was Henry Ruffin Horne. He would have been the same in any other clime, perhaps, as gentlemen are born, not made, but the pure gold of his character was wrung from the dross in his service in the Civil War and the days of reconstruction that tried men's souls. Unobtrusive, retiring by nature, his mere gentle living was a power in our town.

He wielded an unknown influence. Men, women and children, who passed him on the street felt, deep down in their innermost beings like saluting the courtly old man as soldiers salute their superior. Why they felt this none of them can explain. It was the innate recognition of a high type of manhood that impelled them unconsciously to acknowledge a good man.

"I have seen him conversing with the great, the near great, and the lowly in his drug store. He was just as gracious to the man in overalls as to the man in broadcloth. He disdained any line of distinction in his treatment of his fellowmen. They were all brothers under the skin. Snobbing was not in him. It was one word in the English language he probably didn't know the meaning of—the lack of which knowledge, by the way, being the truest characteristic of a gentleman, be he north, east, south or west.

"I often climbed the steps to the balcony overlooking the store, where he sat, day after day, for many years reading his paper and receiving his friends, just to chat with him a while. I always came away refreshed. On one occasion I interviewed him on his life and exploits for this column. He asked me not to be fulsome in my article. I was not and I have tried not to be now. His memory is due that.

"His chair still stands at the head of the stairs, silhouetted against a window. It should stay there as a perpetual marker to the man who so honorably and successfully conducted his business for 65 years, and who, in his dying, bequeathed to his sons the rich inheritance of an unsullied life."—*The Peoples Advocate*, January 22, 1931.

H. R. Horne, Veteran North Carolina Pharmacist

"In the death of H. R. Horne, veteran North Carolina pharmacist, the profession in the Tar Heel state loses one of its most able and respected members. The loss is one not only to the state pharmaceutical association, but to pharmacy of the entire southeast as well. Here was a man who had devoted practically his entire life to the upbuilding of his profession. For fifty years and more he had been a member of the N.C.P.A. He was one of the original members of the body and had indicated long ago his insight and realization of association work. Fifty years of active membership in any organization is a great record for any man. Throughout those fifty years he had proven, time and again, that his best interest was real and that his contributions to his chosen profession were not only sincere but also valuable. He has set a mark for later generation pharmacists to attempt to equal. Possibly few will do so. The N.C.P.A. will feel keenly his absence. Indirectly pharmacy of the entire Southeast will likewise feel the absence of another strong advocate of high standards in the profession."—*Southeastern Drug Journal*, February, 1931.

WHAT ABOUT THE THIEVES?

(Continued from Page 175)

and face lotion; playing cards and bridge supplies.

After our slow-selling stock is disposed of, the druggist should prevent any more from accumulating.

Buying is the most important thing to watch. Stock must be balanced. A druggist should buy only such merchandise as he can sell in a reasonable length of time. Variety should be in proportion to sales. Simple stock records such as have been explained in previous articles are absolutely necessary.

A much neglected source of information in keeping stock balanced is the want slip. If a single want book is used, every clerk must go to one point to enter stock shortages or requests for goods not carried. Because this is too much effort, the entry is not made. A pad of want slips should be given every salesman, and one slip should be signed and turned into the office each day. If no wants are recorded, have the salesman write that fact down and sign his name to it.

HINSDALE "SELECTIVE SALES TAX" BILL

(Continued from Page 179)

as does the Lovell-Day bill, and for any violation of the provisions of the act, and in addition for the revocation of licenses for a second conviction for a violation thereof.

It is estimated that this measure would produce from between six and eight million dollars annually, and it is provided, as in the other sales tax measures that the revenue raised shall be used for school purposes.

The Lawrence Selective Sales Tax Bill

The Lawrence Sales Tax Bill, (S. B. 165), introduced by Senator Lawrence of Hertford County, places a tax of from five per cent to ten per cent on a selected list of articles, including a consumers tax on power, electricity and gas, cigars, cigarettes, chewing tobacco and snuff, theatre admissions, soft drinks, stocks and bonds, and land conveyances.

The McSwain Retail Merchants' Tax Bill

The McSwain Bill (S. B. 119), introduced by Senator McSwain of Cleveland County, while aimed at chain stores includes every retail merchant in North Carolina, placing a graduated tax on every such merchant of from $15.00 when the annual gross sales is less than $20.00 annually, to $300.00 when the annual gross sales is more than $600,000 and less than $800,000 annually. This bill is offered as Section 162 to the Budget Revenue Bill.

Other Measures Considered

S. B. 161, introduced by Senator Harmon of Avery County, to grant John R. Patton a license to practice pharmacy in the town of Elk Park, was given an unfavorable report by the Senate Health Committee.

S. B. 163, introduced by Senator Hardy of Lenoir County, to permit certain persons who entered the military service of the United States and who were at that time qualified to stand examination to practice pharmacy to now stand such examination, has been amended by the Senate Health Committee limiting the time within which such examination may be taken, and requiring that applicants shall have been employed in the drug business at least five years since leaving the military service. No further opposition to the bill is anticipated.

S. L. Hubbard

Box 270

Reidsville, N. C.

Norris Exquisite Candies

Norris Chocolate Syrup

Norris Salted Nuts

WRIGHTSVILLE BEACH

Much time and energy are being expended now in arranging for a successful convention of the North Carolina Pharmaceutical Association at the Oceanic Hotel, June 23-25. A particular effort is being made to stage such a convention as will serve best the drug interests of this State and suggestions calculated to serve this end are earnestly invited by the Association officers. Please address your suggestions either to President C. B. Miller, Goldsboro, or to Secretary J. G. Beard, Chapel Hill.

WRIGHTSVILLE BEACH

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The 1931 meeting of the North Carolina Pharmaceutical Association will be held at Wrightsville Beach, June 23-25. Oceanic Hotel, Official Headquarters.

ROBERT HENRY JORDAN

Born, Chester, S. C., Oct. 24, 1856—Died, Charlotte, N. C., Feb. 13, 1908.

From his father, who was one of the leading physicians in South Carolina, Mr. Jordan inherited a love of medicine. He moved to Charlotte at the age of sixteen and shortly thereafter decided to enter the drug business. His first position was with Wilson and Burwell, Druggists, one of the best known firms of that period. Having secured his license as a pharmacist in 1881, Mr. Jordan went into business for himself, the style of the firm being R. H. Jordan and Co. He was the proprietor of this store until his death. Beginning in 1885 the pharmacy was located on the corner of Independence Square, and "Jordan's on the 'Square'" was known as the "finest drug store in the Carolinas." While Mr. Jordan was best known as a druggist, he was equally successful as a manufacturer, banker and man of affairs generally. He was president of the N.C.P.A., 1900-01.

EDITORIAL SECTION

J. G. BEARD, *Editor* Chapel Hill, N. C.

Legislative Chaos

As we prepare copy for this issue of the JOURNAL it is still impossible to say what actions will be taken by the Legislature that affect the drug business. This much only can we say: ,

The Hypnotic Bill will likely pass in a form so amended as to be of real advantage to us.

The Medicinal Whisky Bill will likely fail of passage.

Pharmacists who entered the military service before securing license will doubtless be allowed to stand the Board as of 1917-18.

The bill requiring the safe labelling of methanol will pass.

We cannot even guess about the fate of the several sales tax measures.

The Association has been extraordinarily active at this session of the General Assembly. Never before has it worked so hard, secured such fine co-operation, or spent more money legitimately than has been the case since January 6. Especially is Mr. Bowman to be commended for the energetic and intelligent effort he has expended in fighting for drug interests. If we lose out in the Sales Tax battle it will be because no human force could have won; if we succeed the credit in very great part should be given the State Pharmaceutical Association.

Business Subjects Neglected Also Endowed Research in Drugs

(In his presidential address delivered before the American Association of Colleges of Pharmacy in 1930, the editor of this JOURNAL touched upon a number of matters of concern to pharmaceutical educators. Some features of the address may also be of interest to retail druggists in North Carolina. Two of this nature are reproduced below.—Ed.)

Business Subjects Neglected

While on the subject of the curriculum I am forced by my convictions to reiterate what I have repeatedly said before this group on former occasions; namely, my belief that pharmacy schools generally should devote more consideration to the teaching of business subjects. Two aims should dominate our educational policy. First our curricula should be shaped and our teaching administered in such a way as to prepare our students to perform the highest, broadest, finest type of professional drug service that they in their generation may reasonably be expected to encounter. Vision and idealism should be generously used in formulating such a program with full consideration given to all trends that seem to have a developmental significance. Second, we should also train our students in such a way that as graduates they will not impose upon employers the job of teaching them business principles that can better be learned in college, and in order also that such graduates may have a practical knowledge beforehand of the duties they must inevitably perform as drug salesmen in modern drug stores. One fact, it seems to me, stays hidden from the sight of too many of us who teach pharmacy students. That fact is this: retail pharmacy always has been, is now, and always will be a specialized form of scientific commerce. That it has professional aspects no one can justly deny, but its predominating character can not be changed by a pedagogical pretense that in the end fools no one. If those of us who teach pharmacy were compelled for one year to own and operate an average drug store, that is, actually practice retail pharmacy, and subsist wholly on the profits made therefrom we would return to our class-rooms with a new conception of what is demanded of present-day practitioners and, therefore, of

what we should teach. We would be made keenly conscious of the fact that retail pharmacy is unquestionably a scientific business, and realizing this and realizing further that we will now have four years for the task we would be more prone to educate our students both for the science and for the business that they must inevitably practice. My whole argument is this: superimpose instruction in scientific and business subjects on a cultural basis, and then emphasize science more than commerce, but when a foundation of liberal knowledge has been laid and a full measure of scientific material has been added, then finish the educational structure with what it needs in order completely to serve its purposes. Manufacturing and dispensing knowledge is essential for the protection of public health; cultural development is essential for the fullest measure of happiness; commercial knowledge is essential if the scientific practice is to pay for itself and the cultural element is not to be pecuniarily embarrassed. We should co-ordinate the three forms of knowledge in college where they can best be harmonized and assimilated. No amount of blinking can hide certain obvious facts that compose a condition and a challenge that are clear. Can we ignore them when we fashion our four-year courses?

Endowed Research in Drugs

Some months ago announcement was made that the late Stuart Wyeth, ex-president of John Wyeth and Son, had willed unconditionally the sum of $5,000,000 to Harvard University. Such bequests are not unusual but unfortunately they are nearly always made either to universities like Harvard, Princeton, or Chicago, that have no departments of pharmacy, or else for specific non-pharmaceutical purposes to institutions having schools of pharmacy. The result is that only on the rarest occasion does pharmacy participate in the gifts made. It is becoming increasingly the custom for persons of great wealth to make wills specifying that a generous share of their estate is to be used for educational and scientific purposes. I cannot but feel that pharmacy fails to benefit from such philanthropies because the donors were not made aware that the science of drugs is in crying need of funds with which to expand and extend its usefulness to humanity. The average layman looks upon health preservation and disease control as falling solely within the province of physicians, and when money is willed to further these ends the gift is made to institutions of medicine. The public is ignorant of the part that pharmacy plays in such a campaign and therefore fails to realize what a tremendous power for good would be set in motion were drug research properly endowed. No disparagement to the science of healing is intended and no invidious comparison is implied when the statement is made that medical science is being hindered in its progress because the study of medicines *per se* is subordinated to investigations less important. Research in other fields of human betterment is richly supplied with adequate funds and facilities, but extensive research in pharmacy is limited largely to drug manufacturers who necessarily must commercialize more or less whatever results they obtain. The reason and the remedy for the paucity of productive research in our field are obvious: money! Men are available but means are lacking. If the actual situation were properly presented to the alumni of our colleges and by them passed on to men of wealth seeking a wise way to endow worthy causes, I believe there would be a gradual awakening to wonderful opportunities hitherto neglected. Pharmacy and the public would, of course, profit from this form of beneficence. Feeling that the Association could engage in no more helpful effort than in studying ways and means by which to stimulate on the part of philanthropists interest in a work that now commands no interest, I recommend that a committee of five be appointed to give this matter serious study and report their conclusions at the meeting in 1931.

Course for Assistant Pharmacists

At the request of the State Board of Pharmacy the School of Pharmacy at the University will give this summer a review course of two months duration for drug

clerks desiring to prepare themselves for the examination as Assistant Pharmacists. The course will begin June 15 and last until August 15. The total fees for each student have been tentatively fixed at fifty dollars though this sum may be less if the class is large enough to justify the reduction. The work will be given by two members of the pharmacy faculty but it will be under the auspices of the University. However, no college credit will be allowed.

Drug clerks who are eighteen years of age, who have had sufficient preliminary education, and two years practical experience are eligible to stand the assistants' examination.

The Board of Pharmacy is encouraging clerks who have had ample and sound practical training in a drug store but who cannot for some reason qualify as Registered Pharmacists to take such a review course as described above in order that they may be able to become legalized assistants.

There are in North Carolina several hundred "one-man" drug stores and it necessarily follows that such stores are conducted contrary to law during such times as the registered owner or manager is out of the store for meals, recreation, or any business reason that compels his absence. If, however, during these "temporary absences" the store is left in charge of an assistant pharmacist, the requirements of the law are satisfied in that a competent and legalized aide is in charge of the store. Many of these stores cannot afford to employ two Registered Pharmacists but they could afford and under law are required to have at least one senior and one junior pharmacist engaged. It is to meet this situation that the Board is now moving in an effort to provide sufficient assistants for all stores and in line with its intention asked the University to set up temporarily a summer review course to turn out clerks of the junior grade. The Board has tentatively moved the dates for the fall examinations from November to September 2 and 3 so that the students can take the Board shortly after finishing the review.

This explains why the course is being offered. The School of Pharmacy gladly complies with the Board's request but must set up the following stipulation:

The course will be given provided a minimum of fifteen students apply for it, and provided further that each of them sends a deposit fee of twenty-five dollars by June first to the Business Office of the University, which fee will, of course, be credited in the proper manner.

Board in Chapel Hill can be secured at Swain Hall (the college eating hall) for $22.50 a month and room rent varies from five to ten dollars a month.

Further particulars may be secured by application to the School of Pharmacy, Chapel Hill, N. C.

Eight Hour Rule

It is always good fun to drop in and talk to Philosopher Tom Landquist, in Welfare's Drug Store, Winston-Salem. He will always tell you something you never knew before and tell it in a quaint fashion that adds pleasure to your information. He was going strong recently about a variety of subjects and finally he began talking about drug store hours. His face brightened up immediately as he said "We have adopted the eight-hour rule in this store." Here, the editor thought, is a news item and his pencil came out quickly. "Just what do you mean?" says Ye Ed. "I mean," says Philosopher Tom, "that we can now go home eight hours out of every twenty-four and rest."

Some Important Details of Drug Store Operation

By Aquilla Jackson

(This article is reproduced through the courtesy of the *Maryland Pharmacist* and the author. The address was read at the Hagerstown, Md., Meeting, on October 13, 1930, and appeared in the February issue of the *Maryland Pharmacist.*)

The details of drug store operation impress me as being of so much importance that I am led to ask if they are details after all. I am convinced that details don't exist in the sense of being an aggregate of more or less casual or passive incidents. As I

see it the details are pretty much the thing itself. Take the old adage, "Take care of the pennies, and the dollars will take care of themselves." In this case it almost appears that the casual or passive incident is represented by the dollars. What may be viewed as details, when seen in respect to their intrinsic relationship to the main point, are after all the essential and indispensable factors in the whole scheme.

It is from some such a conception that I view the many important factors underlying the operation of a modern retail drug store. Success, in both the professional and commercial sense, is altogether the result of the proper working out and coordination of what, for the sake of a better term, we call details. In looking over the scene in an attempt to place these details in their proper position in the operation of the store, the task becomes a very difficult one because these details almost have personality so interesting and important do they become. In weighing the value and importance of this against the value and importance of that it becomes apparent that value and importance are relative terms. These details become indispensable and essential qualities which refuse to merge into any smaller idea than that embraced by all of the factors underlying a successful business or professional undertaking.

For this reason my treatment of details is certain to be more or less informal as I don't believe they can be classified into any fixed system or plan. However, let us first discuss the appearance of the store. At the very outset the difficult nature of the matter becomes manifest. Appearance, while a detail, is obviously something more. It is the sum of details. Without attempting to define or even mention the various forces from which appearance results, we can deal with the subject as a necessary incident of the modern drug store. This brings to our attention modern store fixtures, furniture, and the whole scheme of arrangement which impress everyone. In discussing appearances we come face to face with a principle which is frequently overlooked and that is that stores have individuality and even personality. It is but a step from this to another principle that the personality of the store is but a reflection of the personality of the proprietor. There is nothing fanciful in this; in fact, it would be difficult to account for store individuality and charm on any other basis. When accepted in its fullest sense the matter of appearance becomes a rather important thing. In the long run much of a store's prestige and success depends upon this composite factor. For this reason every care should be given to working out the best possible arrangement of store furniture and the most effective use of all display facilities. The matter of appearances should be studied with a critical and practical eye. The whole scheme when finally worked out should be pleasing, attractive and more or less fascinating. I have felt all of these things more than once when in various drug stores. I have felt that a true value of the store and its service was possible from an understanding of what I have called appearance. An interpretation of appearances in the term of store individuality and personality will provide a full study of many so called details. Appearance embraces most of them, if, indeed, not all!

Closely related to the appearance of the store, if indeed not a part of the same idea, is the important subject of personnel and its relationship to the public. This again emphasizes the difficulties of discussing these details as separate or disjointed things. It is apparent that the relationship of store help to the public is an important influence in the public's reaction to the store. In fact it may be stated that the success of the store is largely dependent upon those who conduct it. Politeness, courtesy, a certain deftness in dealing with people count heavily in this matter. These are personal attributes which assume a public significance. The service of the store rests very heavily upon the good natured and wholesome attitude of those by whom the service is given. It will pay each of us to bear in mind always that we are judged by the manner and to the de-

gree in which we meet our tasks in a smiling and friendly manner. There is nothing of the idealistic in this. It is merely the expression of the commonest variety of common sense. Nothing is of more value in building up the proper public regard than to merit the compliments of being a friendly store. This ultimate objective is met by a proper service and a due regard to the many unlooked for courtesies which play a mighty big part in the fight for a good share of public patronage. Give close study to building up a reputation for giving more than is really expected in the way of community service. There is perhaps no field where real artistic sense pays more. Learn to anticipate the things which people appreciate. Study your own reactions to things you meet with. Put into your store service just a bit more than people usually get.

This again brings us to another detail which is difficult to underestimate and that is the value and type of the store's extension facilities. Under this heading I include the telephone and delivery service. It is undoubtedly a fact that many impressions of a store are gained by persons who rarely come in person. Shopping is done largely by telephone. The store appearance, so to speak, must be furnished by telephone. The store personnel must find expression in the sound of voices. It is a trite advertising phrase "Our store is as close as your telephone," but is it? The telephone may be the means of making the store and the customers very close; then again, it may be the cause of making them far apart. We must look pleasant, as it were, to our telephone customers. In other words, we must sound pleasant. Our politeness and courtesy must be of such a character as to present us as we desire to be presented to the other end of the wire. There really is a need, and a big one, for always watching our telephone personality. It may be a mere detail to some, but it plays a big part in what we are all working and striving for.

Take the far end of the extension service, the delivery man. Do you look upon him as the last contact with the customer? And is he trained for his very important duties? It is not only necessary to deliver promptly, but to do so politely and with the same courtesy that marks the other store activities. I know one very successful pharmacist who says he can spend his time to the best advantage by acting as his own delivery man. He makes use of this opportunity to wind up the transaction so that dealing with him is a pleasure. He puts a lot of personality kick into his delivery service. At no stage of the game are his customers permitted to forget the individuality and personality which have been built into his store. His store is but another side of himself. People seem to appreciate in a material way the effort and spirit which he has put into it.

So far I have discussed the essentials of store appearance, store personality, and the importance of incorporating these personal qualities into the extension activities. There are other factors of great importance, but they are subordinate to the ones that I have discussed because proper regard for the major ones is almost certain to embrace all those of a related character.

It is very essential to give close attention to the many factors upon which the professional prestige of the store depends. It is quite probable that a more careful inquiry into this phase of the many details of drug store operation will show that a sound professional background is the finest support for a more extended commercial practice. In other words, the essential requisite for success in pharmacy today depends to a very great degree upon the professional pharmaceutical service which is rendered. A satisfactory professional service demands an adequately equipped and carefully supervised prescription laboratory. This department should be attractive, thoroughly clean, and maintained in such a manner as to reflect credit upon the professional competency of the store. This result is dependent upon the proper regard to all details of the prescription department. Labels, cartons, containers of all sorts and kinds as well as all other adjuncts to the service should be carefuly selected. In this con-

nection it is well to give attention to the art of preparing labels. They should be neatly typed and carefully attached. The label is the medium through which the patient or customer uses the product. Obviously it should be made to present one important phase of store appearance. Care should also be exercised in the selection of corks and other closures. There are instances when one should be used and sometimes the other. However, use the best in all cases. Nothing is so exasperating to the customer as a defective cork. They always break at the wrong time. I have found screw cap bottles most satisfactory especially with resinous tinctures, aromatic spirit of ammonia and other products. This matter should be judiciously thought out. The old type bottles have certain advantages and the new ones are well suited to other purposes. Adopt your procedure to meet the demands of a fine professional service.

There are many problems with stock control that require careful attention. The needs of the store should be studied so that ample stock may be on hand to meet the reasonable and average demands. While much study has been given to ways and means of keeping stock up to the necessary standard, there is yet much to be done. Of course, we know some things should be purchased in larger quantities than others, but so far no plan has been worked out which meets the needs of every store. It is still largely an individual problem, the solution of which has been suggested by some rather extended studies. It is unpleasant to both proprietor and customer to have the store items out of stock.

Perishable stock, such as candies, nuts and other kinds should be purchased in quantities sufficiently small to insure freshness. The stock should be watched so that the older stock is being continually sold. This is important in more ways than one. All of us would gladly replace any of such goods that were found unsatisfactory. The trouble is that in many instances the customer fails to return the goods but remembers not to make similar purchases at the store in the future. This incident emphasizes that reputation and prestige of a store depend upon many things which are important enough to require constant attention.

The question of prices is more important today than ever before. It would be unwise for any of us to fail to recognize the fact that the public is largely price-conscious. Every available means of publicity has been brought to play on the part of the chain store to create the impression that the price is the main thing after all. A pharmacist, conscientiously interested in his work, knows that price must be secondary if the public welfare is not to suffer. However, it is necessary for us to meet this new competition at least to some extent. It is my firm belief that there is no need for us to become panicky about the situation. The important thing is for us to meet the conditions in a fair and reasonable way. The individual pharmacist, alive to his responsibility and modern in his methods, can still get a reasonably satisfactory price for his merchandise.

I realize that there are many more matters that I could discuss under the heading of drug store details. Time, however, does not permit, the matters to which I have referred are important and, in my judgment, should be the object of our care and attention. It is not my belief that I have called attention to anything new. In fact it may be that there is nothing new. New things are many times but changed versions of things long familiar. It is my belief that we should give more and more thought to the so-called small things. The big ones are simply the result of well worked out small ones.

In conclusion, let me emphasize that even under a new order of things pharmacy is an attractive and profitable calling. The rules for success remain the same. They call for a close application to duty and to watchful care over the many important details. In the words of old Ben Franklin, "Keep your shop, and your shop will keep you."

THE T. M. A. PAGE

STERLING L. HUBBARD, *Editor* Box 270, Reidsville, N. C.

We welcome to T. M. A., **R. I. Cromley,** representing E. R. Squibb and Sons in Eastern North Carolina. Cromley is making his home at 1917 Sunset Ave., Raleigh. Give him the glad hand when you meet him, fellows. We're glad to have you "R. I."

I had a long talk not long ago with **Foster L. Bundy** and **John K. Civil,** both of Norwich fame, and they both told me that, regardless of how long the Legislature debated the sales tax, etc., the prime question before the public today is "Have you a tube of Unguentine in your home?"

It was a real pleasure to see **Turner F. Currens** of the Norwich Pharmacal Co., in Greensboro a few days ago. "Turner" you are always welcome in N. C. for we like you down here—come again soon. We'll be looking for you at Wrightsville Beach in June. I'll declare I'm getting to be real poetical—"Soon-June." How's that?

Boys, we're doing fine now. Another one of those application blanks has been "found"—only 197 more now to be located—we've got three of them. **J. W. Harrell,** who tells them all about Squibbs Products, sent in the one just "found." Thank you, J. W., do you need another supply?

You know I feel real inspired just now. I just got a letter from **H. J. Latta,** telling me that he really read this page. Thank you, "H. J."—that's letter Number One. You all know "H. J."—he sells Reed-Cook leather goods, novelties, etc. He has been down in S. C. and he tells me he has had a very successful trip. More power to you, old timer.

Ha, Ha! A prospect asked me the other day what was the difference between the T. M. A. and the P. T. A. I'm going to ask **Bill Burwell, Ben Coppedge, Jim Coppedge** and **H. M. Gaddy** to tell him, please. Name will be furnished on request. How about it, fellows?

Just turned in my income tax blanks and the man wouldn't pay me.

Dean Vernon Howell—I am sure that every member of T. M. A., every one of "My Boys" and Pharmacy as a whole feels keenly the fact that all of us have lost a true friend in the recent death of Dean Howell. He has gone—gone to that Great Haven of Rest from which no traveler returns. But with those of us who knew him his memory—memories of his magnetic personality, memories of his true and unadulterated friendship, memories of his untiring efforts in behalf of Pharmacy, memories of his charming hospitality—shall always be cherished. We shall miss him—miss him on our visits to Chapel Hill and miss him at our yearly conventions. To his family the T. M. A. extends heartfelt sympathy in their great bereavement. Your Secretary regrets that he was unable to attend Dean Howell's funeral, but he hopes that a goodly number from the Auxiliary was there. A T. M. A. design was sent.

Our good friend, **W. B. Davis,** of the Davis Drug Co., of Greensboro, says business is picking up right along. "W. B." says he expects to be in Wrightsville in June. Let's join him there.

One of the greatest boosters of T. M. A., fellow-members, is not one of our members except in spirit, but she is that all right—she is **Mary Leveret Bradburn.** I am sure that many of you know Mary, having met her at a number of our conventions in company with her late husband, **Frank Bradburn.** She will be delighted to have any of you make yourselves known to her when you see her in some perfume department in a North Carolina drug store as Mary is now doing demonstration work for Du Barry, one of Hudnut's popular productions,—and I am told that Mary is doing an exceptionally good job with her work. More power and good luck to you, Mary.

LEGAL SECTION

FREDERICK O. BOWMAN, LL.B., *Editor* Chapel Hill, N. C.

At the Legislature — Finance Committee Offers Substitute Revenue Bill

The House Finance Committee after having labored over the proposition of raising the thirteen million dollars in additional revenue, necessary for the State to carry out the mandate in the McLean School bill that it take over and maintain the six-months school term for more than sixty days, has finally prepared a Committee Substitute for H. B. No. 102, the Budget Revenue Act of 1931, submitted to the General Assembly early in the Legislative Session. The Committee Substitute came from the printers on the seventy-fourth day of the session, two weeks after the expiration of the Constitutional sixty-day term. It will be considered by the House sitting in Committee as a whole during the last week in March, and is not expected to reach the Senate before the first of April, which means that our law-making body will not adjourn until around April 5th at the earliest.

The Committee Substitute sent to the House amends radically the original Bill submitted by the Governor and his Advisory Budget Commission. The most significant and far-reaching amendment, however, is the adoption by the Committee and the incorporation into the Revenue bill of a General Sales Tax of 1% upon all sales by retailers, in excess of $1,000.00, together with a flat annual license tax of $10.00 upon every such retailer. An annual license tax of $25.00 is levied upon every wholesale merchant, but the tax on sales applies to retailers only. This new tax proposal is incorporated in the Committee Substitute bill as Schedule E, and is denominated as the Merchants License Tax act of 1931. It is provided therein that every retail merchant, defined as every merchant who engages in the business of buying any articles of commerce and selling same at retail, shall within the first ten days of the month of July, 1931, and within the first ten days of each month thereafter, make reports to the Commissioner of Revenue of the gross sales for the previous month, upon forms prescribed and furnished by said Commissioner of Revenue, and the taxes levied shall be paid when said reports are made.

While the Committee Substitute Bill eliminates the ten per cent invoice tax upon all syrups used at the soda fountain in mixing soft drinks provided for in section 144 of the original bill, it retains section 144 imposing taxes upon soda fountain operators graduated according to the population of the town in which operated as provided in the Revenue Act of 1929 with one exception, viz: it increases the tax on such operators in cities and towns of more than 25,000 population from $40.00 to $50.00. The Substitute Bill also retains section 149 imposing a tax on tobacco dealers of $5.00 and $10.00, whereas under the original bill the rates in the taxes proposed under this section were from $5.00 to $25.00. Likewise, it carries the tax of $5.00 on sandwich dealers, the same as imposed under the Revenue Act of 1929.

It was a keen disappointment to find that the sections above referred to had been retained in Schedule B of the proposed act. We had been led to believe that in the event the Finance Committee adopted a sales tax of any kind, that all special license taxes under Schedule B would be eliminated. This was not done, however, as the general sales tax under Schedule E carries a provision that the tax therein imposed is in addition to all other taxes imposed in the revenue act, unless otherwise specified. At the proper time an effort will be made to have this duplication of tax levies affecting largely the retail druggists of the State elimi-

nated. It is believed that this can be accomplished if the House acts favorably upon the general sales tax proposal.

Just what the final outcome will be with respect to the sales tax proposal no one is able to determine at this time. No doubt, an attempt will be made to substitute the Hinsdale so-called luxury sales tax measure for the general sales tax proposal submitted by the Finance Committee of the House. There is abundant reason however at this time to warrant the guess that neither of the sales tax measures is likely to be enacted into law by this General Assembly. Sentiment for the repeal of the McLean School bill and the setting up of a $10,000,000.00 Equalizing Fund appears to be growing rapidly, and if accomplished, certainly the tax-ridden druggists and merchants of the state will not be further burdened by the imposition of a sales tax in any form.

Your officers and representatives have been in the midst of the fight for eleven long weeks and they will continue to fight to protect your interests until the hour of adjournment. The co-operation we have received from the druggists of the State in responding to our calls is appreciated, and we ask that you continue in your efforts with us to forestall the measures that so vitally affect the retail business. With the same loyal co-operation to the end, victory should be ours.

Other Legislation Pending and Enacted

Senate Bill No. 449, introduced by Senator Harmon of Avery County would give a license to practice pharmacy to E. A. Denton of Avery County. Sen. Harmon earlier in the session introduced a bill to give John Patton of Elk Park a similar license. After a hearing the Health Committee to which the bill was referred reported the bill unfavorably by a unanimous vote. The same Health Committee reported the Denton bill favorably by a vote of four to three, though it was introduced by request. We hope to have the bill killed on the floor of the Senate. Denton failed our Board in 1920, later went to Texas and obtained a license in that State in 1926 by examination, but without complying with the requirements prescribed by North Carolina.

House Bill No. 716, introduced by Representative Davis of Edgecombe County, would permit physicians to prescribe and retail druggists to sell medicinal whiskey in accordance with the Federal statute and regulations. This bill first went to the Health Committee, and was reported "without prejudice" by it, the vote being four to four. Later it was referred to Judiciary No. Two. After an extensive hearing this Committee adjourned without taking a vote. It is thought it will be reported unfavorably when the vote is taken, if not, there is little doubt but that it will be killed when it gets to the floor of the House.

The two measures that have been enacted into law that directly affect retail druggists are, first, the Hardy Military Service Law and the Ruffin Hypnotic Drug Law. Before being permitted to pass, both measures were amended materially and so as to meet the approval of both the Board of Pharmacy and the Officers of the Association. They are carried below in full for the information of readers of the JOURNAL.

Senate Bill No. 163—AN ACT TO PERMIT CERTAIN PERSONS WHO ENTERED THE MILITARY SERVICE OF THE UNITED STATES AND WHO WERE AT THAT TIME QUALIFIED TO STAND EXAMINATION TO PRACTICE PHARMACY TO NOW STAND SUCH EXAMINATION.

Whereas, at intervals during the World War certain legal residents of North Carolina, at the time qualified to stand examination to practice pharmacy in North Carolina were called into, or voluntarily entered, the military service of the United States and were thereby prevented from taking at the times planned examinations to practice pharmacy in this State; and

Whereas, while such persons were so serving their country the General Assembly of this State raised the requirements for applicants to stand examination for the practice of pharmacy and in that way excluded such persons from taking the examinations without further educational advancement which some of them could not obtain because of sacrifice in the military service.

Now, therefore:

The General Assembly of North Carolina do enact:

Section 1. That any person who was called into or voluntarily entered the military service of the United States during the World War and who was at such time entitled according to the then requirements to stand the examination to practice Pharmacy in North Carolina, shall now be permitted to stand the examination to enter the practice of Pharmacy in this State; provided that such person shall make application to the Board of Pharmacy within twenty-four months from the ratification of this act and such examination shall be held within said twenty-four months thereafter; and if upon such examination such person is found competent, license shall be granted him as in all other cases.

"Provided, further, that such applicant shall have been engaged in the practice of Pharmacy for a period of not less than five years since leaving the military service, and that this act shall apply only to legal residents in North Carolina at the time of their entrance into said military service."

Sec. 2. That all laws and clauses of laws in conflict with this act are hereby repealed.

Sec. 3. That this act shall be in force from and after its ratification. (Ratified, March 16, 1931).

House Bill No. 692—AN ACT TO PROHIBIT THE SALE OF HYPNOTIC DRUGS IN NORTH CAROLINA.

The General Assembly of North Carolina do enact:

Section 1. That in the following four sections, unless the context otherwise requires, the words "hypnotic drugs" include:

Sulphonmethane (sulphonal),

Sulphonethylmethane (trional),

Diethl sulphonedrethylmetane (tetronal),

Dietyl barbituric acid (barbital), or any of the foregoing, by whatsoever trade name or designation; or any compound, preparation, mixture or solution thereof; or any salt or derivative thereof, or of barbituric acid (possessing hypnotic acid) possessing hypnotic properties or effects.

Chloral hydrate or any mixture or solution thereof containing twenty grains or more thereof to the fluid ounce.

Sec. 2. That no person other than a licensed pharmacist, a duly licensed physician, doctor of dental surgery, or doctor of veterinary surgery, shall offer to sell any hypnotic drug to consumers, or have such drug in his possession with intent to sell or give away to consumers.

Sec. 3. That no hypnotic drug as defined in this act may be sold in quantities exceeding twelve therapeutic doses, except to persons known to be suffering with epilepsy. Provided, however, that nothing in this act shall apply to prescriptions of duly licensed physicians, doctors of dental surgery, or doctors of veterinary surgery.

Any person dispensing any hypnotic drug coming under the provisions of this act, other than upon prescription, shall record in a book kept for the purpose the name of the article sold, the quantity delivered, the date of delivery, the name and address of the purchaser and the name of the dispenser, which record shall at all times be open to the inspection of the proper officer of the law.

Sec. 4. That nothing in this act shall be construed to limit the sale of hypnotic drugs to nor to the dispensing of hypnotic drugs in the course of their professional practice by duly licensed physicians, doctors of dental surgery, or doctors of veterinary surgery, lawfully practicing their profession in this State, or to registered retail or wholesale pharmacists, or to hospitals and other institutions for the treatment of defective, afflicted, sick, and injured persons.

Sec. 5. That any person who shall violate any provisions of this act shall be deemed guilty of a misdemeanor, and upon conviction thereof for the first offense shall be fined not more than one hundred dollars, and upon conviction of a second offense shall be fined not more than one thousand dollars, or shall be imprisoned in jail not exceeding six months, or both, at the discretion of the court.

Sec. 6. That all fines and fees collected under this chapter shall be paid into the Treasury of the State of North Carolina.

Sec. 7. That all laws and clauses of laws in conflict with the provisions of this act are hereby repealed.

Sec. 8. That this act shall be in full force and effect from and after its ratification. (Ratified March 24, 1931).

HAPPENINGS OF INTEREST

ALICE NOBLE, *Editor* Chapel Hill, N. C.

All Around the State

M. J. Leimkuhler, *Reporter*

The Lee Drug Store, of Jonesboro, has installed new fixtures made by Morrison and the store has been moved to a location on the State Highway.

Mr. J. S. LeGette, who has been with Wiggins Drug Store in St. Pauls for some time, is now connected with the Wiggins Store in the Bland Hotel in Raleigh. **Mr. W. W. Wiggins** is "Pitching Ball" at the Sir Walter Drug Store, since **Mr. D. L. Jordan** became the proprietor of the Hayes Barton Pharmacy.

Mr. P. Fullenweider of Galloway's Drug Store in the Professional Building in Raleigh has been transferred to Mr. Galloway's State College Store, while **Mr. Carl Miller,** recently with the O. Henry Drug Stores in Greensboro and originally of Wilmington, is holding the fort at the pharmacy in the Professional Building.

Mr. W. L. Lamar opened a drug store in Albemarle about the first of March. He was for many years with Hall's Pharmacy in the same town.

We understand that **Mr. W. D. Bradsher** has been sick for some time. **Mr. Kendrick Webb** is holding down things at the Plaza Drug Co. in Charlotte, owned by Mr. Bradsher.

Mr. M. M. Sessoms has accepted a position with Eckerd's Drug Store in Charlotte.

Mr. and **Mrs. DeWitt C. Swaringen,** of China Grove, are spending some time in Florida. For the month of February they had with them **Mr.** and **Mrs. Ralph Rogers** and their children, of Durham. Mrs. Rogers is a daughter of the Swaringens.

The Spoon Brothers, **Kenneth** and **Jimmie,** have opened an ice cream store in Charlotte on E. Fourth St. They make their own cream. The first week they were in business they sold over 700 gallons.

Beard Made Dean

At the meeting on March 19 of the Executive Committee of the Board of Trustees of the University of North Carolina **Professor J. G. Beard,** upon the recommendation of **President Frank P. Graham,** was made permanent dean of the School of Pharmacy, succeeding the late **Dean E. V. Howell.**

Prof. Beard was made Instructor in Pharmacy at the University immediately following his graduation in 1909. He was promoted as Assistant Professor in 1913; to an associate professorship in 1917; and in 1919 was elected Professor of Pharmacy which position he now holds. In 1915 he was made Secretary of the School.

Rose Becomes a Teacher

The School of Pharmacy announces the appointment of **Mr. Ira W. Rose,** of Rocky Mount, as a member of the teaching staff for the Spring Term of this year. His chief work will consist in teaching the courses in Operative and Dispensing Pharmacy, practical subjects which he is admirably qualified to handle.

Mr. Rose graduated from the University in 1906 with the degree of Ph. G. During his senior year he served as Assistant in Pharmacy. Previously he had taught school in Johnston County. Continuously since graduation he has operated a drug store in Rocky Mount where he is held in the highest esteem.

Mr. Rose has been a member of the N. C. Board of Pharmacy for a number of years being in charge of the examinations in Theoretical and Practical Pharmacy. He has attended most of the meetings of the National Association of Boards of Phar-

macy and the American Pharmaceutical Association for many years and has steadily maintained a keen interest in the work of these national organizations. In the state pharmaceutical association Mr. Rose has been a member since he obtained his license in 1906. He was elected first vice-president in 1920 and the following year he was elevated to the presidency. In addition he has held numerous committee assignments in the association.

Mr. Rose will bring to the pharmacy students at the University a rich experience in the very sort of work they will, as graduates, encounter and be expected successfully to perform. Possessed of high professional ideals he is nevertheless a practical retail owner who knows the varied nature of the drug business of today and he can be expected, therefore, to inculcate in his students a fine appreciation of high standards and at the same time show them how to apply themselves to the stern task of blending professional and commercial practice in such a way as to render a fine public service without financial sacrifice.—J. G. B.

General News Items

Mr. J. C. Wagner, formerly with the Depot Drug Co., of Asheville, is now living in Rochester, Pa., at 374 Ohio Ave.

The Reaves Drug Store, of Raeford, has been incorporated to carry on and conduct a general drug business. Authorized capital stock, $25,000 and subscribed stock, $2,500 by **L. E. Reaves, Sr., L. E. Reaves, Jr., H. C. Reaves, Dixie Reaves,** and **Mrs. Margaret Maultsby,** all of Raeford.

Mr. J. A. Miller, formerly of Pennsylvania, has purchased the Walton Pharmacy in East Flat Rock, formerly owned by the late **Mr. G. B. Walton.**

Friends will regret to learn that **Mr. H. A. Saxon** has been confined to the U. S. Veterans Hospital in Oteen for the past week or two, where he underwent minor operations. He expects to leave the hospital in a day or two and will make his home in North Wilkesboro.

Mr. S. W. Frontis, formerly with the Carolina Drug Co., of Winston-Salem, is now with the Economy Drug Store in High Point.

We understand that a Walgreen Drug Co. has been opened in Winston-Salem, located at Fourth and Trade Sts., on the site of the old Masonic Temple.

The Norwich Pharmacal Company is carrying feature advertisements of Respinol and Unguentine Cones in the *Charlotte News,* the *Raleigh News and Observer* and the *Cleveland Star,* of Shelby.

Mr. C. R. Hoggard, of Ahoskie, a graduate of the State University and a licensed pharmacist in this State, is now practicing his profession at 427 E. Broad St. in Richmond, Va. He was formerly with the Peoples Drug Store, No. 2, in Norfolk, Va.

"Green" soda fountains have been recently installed in the following North Carolina drug stores: the Canton Drug Co., Canton; Herring and Etheridge, Oxford; the Chadbourn Drug Co., Chadbourn.

A letter from **Mr. C. A. Dean, Jr.,** originally from Elizabeth City, tells us that he is now practicing his profession in Ellaville, Ga. He is licensed as a pharmacist in both Georgia and Alabama.

The JOURNAL offices were delighted to receive a visit on March 11 from **Mr. J. A. Goode,** of Asheville. He was on his way to Raleigh for a couple of days on legislative business. He was joined in the Capital City by Mrs. Goode and Miss Kathryn Goode and the party then left for a ten days motor trip to Florida. A greater part of the time was spent in Miami, but visits were also made to other points of interest.

A series of sales conferences of Sharp and Dohme representatives have been recently held throughout the country, at which **Mr. Leith A. Temperton,** Vice-President of the company, outlined sales and publicity campaigns of the company for the year.

Mr. W. R. Shaw has installed a prescription department in his store in New Bern with **Mr. W. W. Miller** in charge. The pharmacy is now being operated as the Shaw Drug Co.

We understand that Hunter's Pharmacy in Hendersonville has discontinued business and the stock and fixtures have been purchased by Charlotte parties. **Mr. R. G. Scruggs** has obtained a lease on the building and Scruggs Drug Store, No. 5 was moved into these new quarters about March 1.

Celebrates Ninety-Third Birthday

The JOURNAL wishes to take this opportunity to extend to **Mrs. Ellen White Bernard,** of Durham, many good wishes as she enters upon her ninety-fourth year. Mrs. Bernard is the mother of **Mr. Germain Bernard,** well known and popular druggist of Durham. She celebrated on March 10 her ninety-third birthday and all day received informally scores of friends and relatives who called to wish her many happy returns. Many gifts, cards and flowers attested to her popularity. Among the gifts was a beautiful hand painted red letter C for her window, for she is an ardent lover of the Cheerio broadcasts and programs. She spoke of her birthday as her "red letter day."

Raleigh Druggist Has Accident

Mr. Raleigh Galloway, Raleigh druggist, was injured at midnight on February 28 when his car crashed into a street car at the intersection of Hillsboro and West Sts. It was thought at first that Mr. Galloway had received internal injuries, but we are delighted to report that this was not the case, although he did sustain severe cuts about the hands and bruises about the head and a broken bone in one foot. Latest reports from the hospital indicate that he is improving and the JOURNAL joins his many friends in hoping that he will soon be entirely himself again.

Lexington's New Drug Store

A JOURNAL reporter the other day had the pleasure of visiting the Jones Drug Co., which was recently opened in Lexington. At the opening a visitor remarked that the pharmacy "is the most beautiful drug store in North Carolina," and our reporter was most enthusiastic about its attractive appearance. The fixtures were purchased from the Georgia Show Case Co., of Montgomery, Ala. They are in walnut, Royal Modern Design, with touches of color and two-tone effects which give life and interest to their appearance. Soda booths are arranged in the front and soda tables and chairs in the center for the comfort of the patrons. Several miter cut mirrors add to the beauty of the store. The cigar department is at the front on the left just in front of the soda fount. The backbar and counter is a part of the fixtures and designed to harmonize with the other fittings. The displays are in wall cases of selected type and in island display cases, there being a noted absence of open display tables and counters. The store presents a most attractive appearance and is up-to-date in every detail. (A front view of the store appears on our first cover page.) The proprietor, **Mr. J. B. Jones,** is to be congratulated on his new pharmacy and the JOURNAL is wishing for him every success in his new business venture.

"BUSINESS OPPORTUNITIES"

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DURHAM, NORTH CAROLINA

The Carolina Journal of Pharmacy

PUBLISHED MONTHLY BY THE

NORTH CAROLINA PHARMACEUTICAL ASSOCIATION

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The 1931 meeting of the North Carolina Pharmaceutical Association will be held at Wrightsville Beach, June 23-25. Oceanic Hotel, Official Headquarters.

The summer examinations of the North Carolina Board of Pharmacy will be held in Chapel Hill, June 10

WALTER LEE MOOSE of Albemarle
Newly Elected and Commissioned Member of the Board of Pharmacy

WALTER LEE MOOSE

New Board Member

On April 28, 1931, Mr. Walter Lee Moose, of Albemarle, N. C., was formally commissioned by Governor Gardner to serve a five-year term as a member of the State Board of Pharmacy. This executive action follows the election of Mr. Moose by the North Carolina Pharmaceutical Association last summer at Raleigh. He succeeds Mr. C. P. Greyer, of Morganton, and presumably will be in charge of the examinations in chemistry.

Mr. Moose was born at Mt. Pleasant, N. C., on October 4, 1898, son of the late Archibald Walter and Mary Rebekah (Barrier) Moose. Reared in the atmosphere of the drug store owned by his father and inheriting a love for the calling, it was but natural that following his graduation from Catawba College in 1916 Mr. Moose should decide to study pharmacy. He accordingly entered the University of Maryland and completing the course in 1919 with the degree of Ph.G. was able to realize his ambition. While still a pharmacy student at Baltimore, Mr. Moose began working for Hynson, Westcott and Dunning and in this professional store he remained from 1917 to 1922 acquiring a valuable and varied knowledge of scientific and practical pharmacy. He then became a traveling salesman for Parke, Davis and Co. in the capacity of a "detail man." The lure of a drug store, however, called him from the road, and he accepted employment in Charlotte, first with J. P. Stowe and Co., and then with another store owned by Mr. Stowe, the Sterling Drug Co. Following two years service in these stores he was successively prescriptionist for the Pearl Drug Co. in Concord (one year) and Geo. C. Goodman and Co. in Mooresville (one year). He then decided to enter business for himself and consequently established the Moose Drug Co. in Albemarle on July 1, 1929, and in this pursuit he is still engaged. It should also be mentioned that he is a part owner of the A. W. Moose Drug Co., of Mt. Pleasant.

Mr. Moose joined the North Carolina Pharmaceutical Association in 1924; helped to organize the Stanly County Pharmaceutical Association; and is a member of the American Pharmaceutical Association. His other affiliations include membership in the Lutheran Church, the Rotary Club, and the Kappa Psi Fraternity.

On March 9, 1930, he married Miss Mabel McAllister, of Mount Pleasant.

Mr. Moose is a young man who gives promise of making a name for himself in North Carolina Pharmacy. Thoroughly equipped educationally, finely trained along scientific and professional lines, he should make a valuable member of the examining board in this State. The JOURNAL wishes for him a splendid measure of success in his new office: a work that has enlisted the energy of some of the greatest pharmacists North Carolina has produced.—J.G.B.

EDITORIAL SECTION

J. G. BEARD, *Editor* Chapel Hill, N. C.

The Wrightsville Beach Meeting

Less than two months from now the North Carolina Pharmaceutical Association will be staging its 52nd annual convention at a resort which has entertained the same body four times before this.

By that time the Legislature—let us hope! —will be merely a memory and the stern task of adjustments to its enactions will command the attention of the organized druggists of North Carolina. By then also we can judge better whether the immediate future is to bring a healthy upswing of the business pendulum or an idling drift neither upwards nor downwards. Crops will be in the making, unemployment will be less acute, and dollars should be turning over more rapidly than they are now so that everybody will feel more cheerful even though prosperity is delaying its return.

The meeting this year is being planned with the thought of making the program properly balanced with work and diversion. Several speakers have already been secured who can talk in practical terms of conditions as they are and who are competent to advise how best to meet them. The Commercial Clinic will again be held if sufficient members will agree to participate. "Movie" films will be shown depicting several sides of the many-sided enterprise known as Retail Pharmacy. Important business matters will be debated and acted upon that involve every practicing pharmacist in the State. The entertainment features of the meeting are now being formulated by Local Secretary Hall and his Wilmington Committee in co-operation with the Traveling Men's Auxiliary which can always be counted upon to do its unselfish best to make happier and pleasanter the annual get-together of North Carolina druggists.

The weather at that time is going to be hot in most parts of the State but on the Beach the surf will offer its perennial invitation, the fish will have had a whole year in which to replenish their numbers, the winds will be sweeping in to offer a grateful coolness to heated up-staters, and the Lumina orchestra will be turning out tunes that will tempt the oldest to join the youngest in the dancing craze that seems to recognize no age limits.

The Oceanic Hotel will be convention headquarters. The Seashore Hotel and several cottage inns will also bid for patronage with attractive rates. The dates are Tuesday, Wednesday, and Thursday, June 23 to 25. Pick up your calendar now, draw a red circle around these three days in June, and resolve to be present.

An Endurance Contest at Raleigh

As these lines are written (April 12) the Legislature is still in session. Up to this point we have been able, along with others, to forestall any form of sales tax. The fight has been hard and anything may yet happen but it now looks as though the merchants of the State are going to escape the inequitable burden that a sales tax would impose.

Most of us feel tempted at times to "cuss" the Legislature in a dozen different languages and many of us have had solutions for every problem the General Assembly has faced. But fairness compels the admission that no Legislature in thirty years has had such perplexing matters before it as faced the present group when it assembled at Raleigh in January. Depression has been at its worst in so far as its effects show in North Carolina, revenues in sufficient amount have seemed almost impossible to raise because of the resistance of every group that would be affected, and perhaps never before have the people of the State displayed such conflicting opinions about

what they want and do not want as they have evidenced during the past three months. This writer has made trip after trip to Raleigh, talked to a great many legislators, lobbyists, tax-burdened citizens, industrialists, institutional heads, and state officials. Each person interviewed has had definite ideas, concrete solutions, clearly expressed desires, but—and this is the point—in the aggregate they agreed on hardly a single particular! Every one believed in his own plan of salvation but disagreed violently with the other fellows' method of redemption. The Legislators are but cross sections of the life of the State and you cannot piece these sections together and get anything but a crazy quilt pattern. How can we expect them to be unified when we ourselves are so violently disunified?

Do Druggists Want Legalized Assistants?

As announced in these pages last month the University School of Pharmacy, at the request of the State Board, is offering to give a two months review course this summer for Assistant Pharmacists that should enable the matriculants to qualify for the examinations. So far, however, there has been a surprising lack of interest in the course and it may very well happen that the minimum number of fifteen students who must apply by June first if the review is to be offered will fail to apply and the project fall through as a consequence. If the druggists of the State want their assistants to be licensed they should encourage the plan by advising their junior clerks to register for the course. Otherwise it appears likely now that the course cannot be offered because too few students will enroll to justify the expense required to operate it.

Sales by Types of Organization

According to figures released by the U. S. Department of Commerce the sales made in drug stores in San Francisco for 1930 were divided among the three following types of organization:

Single-Store Independents	52.7%
Local Multiple Units	24.6%
Sectional or National Chains	22.7%

Windows Which Light When Shoppers Pass

Stores in Paris, France, have installed automatic lighting systems operated with a photo-electric cell which lights up the show window whenever a pedestrian passes, according to a report in Capper's Weekly. The system is claimed to save electricity, but its chief attraction is said to be the attention that is drawn by the sudden lighting up of a dark window as the pedestrian passes.

Never neglect an opportunity to offer a professional service feature that will make doctors and the public recognize the advantage of your store over the chain type.

Why do so many pharmacists knock their calling and urge apprentices to adopt something else as a life work? Is pharmacy lacking in its appeals and rewards or is this disloyalty (if it is such) the result of failure on the part of the knocker? We are not answering the question—merely asking it.

Among all retail enterprises the only ones that operate more than twelve hours a day are drug stores and restaurants. The latter usually employ two shifts of workers; the former usually expects one set of men to do double duty. We wish that just once every drug store in America would set aside a week during which the doors would open at seven-thirty a.m. and close at the same hour in the evening. But this is one week that will never be observed.

Diphtheria antitoxin was discovered in 1894. Before that there was an eighty per cent. mortality. Now it is less than five per cent. if the antitoxin is used the first day. We have perfectly safe methods now of determining whether an individual is susceptible to diphtheria, and if he is he can safely be rendered immune. It seems highly probable from the work of Doctors Dick that we shall soon be in the same position in regard to scarlet fever. Small pox and syphilis are being controlled; so is typhoid fever. Can we hope for a diseaseless era?

LEGAL SECTION

FREDERICK O. BOWMAN, LL.B., *Editor* Chapel Hill, N. C.

General Assembly Still in Session

At the time this is written the Legislature is still in session with no definite time fixed for adjournment. In fact, it will be impossible for it to adjourn if a revenue act is passed until some time after the first of May. Already the session has extended through the 108th day, forty-eight days over the 60 day Constitutional prescription. The writer had hoped to furnish in this issue a complete account of legislation enacted affecting the drug business, never having for a moment thought that our law-making body would find itself deadlocked for so long a period of time. While the deadlock continues and the possibility of a getting together of the Conference Committees of the House and the Senate appears extremely doubtful, the consensus of opinion seems to point to a blow-up which will necessarily result in adjournment sine die without the enactment of a revenue measure. This of course will mean that a special session will be called for the specific purpose of providing revenue for the next biennium. Such an action would be exceedingly unwise because of the additional cost entailed, and for the further reason that it is doubted if a vacation of a few weeks of itself would in any way aid the legislators in solving the problems now facing them. There must be a compromise in the matter and such may be affected now as well as a month or so hence.

Despite the fact that the so-called "luxury tax measure" has been proposed nine times and defeated each time, its proponents or at least some of them are still hopeful of its passage and will undoubtedly undertake again to maneuver it to final enactment. Defeat after defeat has failed to daunt this wild purpose. The General Sales tax passed by the House has been voted down by the Senate, and by a much larger majority than the Luxury tax measure, the vote on the latter in the Senate being 26 to 24 each time.

The third group in the Senate, the opponents of both the general sales tax and the Hinsdale bill, stand firm for an increased Equalizing Fund fixed at $10,000,000 as a means of reducing local school taxes. Among other proposals to provide the additional revenue needed, the advocates of this plan would levy a license tax on all wholesales from $25.00 to $100.00 and on all retailers from $10.00 to $1,000.00, according to the volume of business done, estimated to raise around $900,000. The amendment follows:

SEC. 164. That in addition to the tax imposed by section 162 or by any other section of this act, or by any other statute, there is hereby imposed a license tax at the rates and upon the terms as hereinafter in this section set out upon wholesale and retail merchants for the privilege of opening, establishing, operating, and/or maintaining any store, stores, mercantile establishment, place or places of business for the purpose of selling goods, wares, or merchandise at wholesale or retail in this State.

(a) DEFINITIONS

As used in this section:

1. The word "merchant" shall mean and include any individual, firm, or corporation, domestic or foreign, selling goods, wares, or merchandise at wholesale or retail, except those actually engaged in gardening and farming and selling garden and farm products raised by them in State.

2. The words "wholesale merchant" shall mean and include every merchant who engages in the business of buying any articles of commerce and selling the same at retail.

3. The words "retail merchant" shall mean and include every person who engages in the business of buying any articles of commerce and selling the same at retail.

4. The words "gross sales" shall mean and include all the sales of all the goods, wares, and merchandise made by any wholesale or retail merchant at any one store, mercantile establishment, or place of business conducted and controlled by such merchant.

(b) It is not the purpose of this section to

impose a tax upon the business of producing, manufacturing, mixing, blending, or processing any articles of commerce, or upon the sale of such articles of commerce, or upon the sale of such articles of commerce by anyone who engages in the business of producing, manufacturing, mixing, blending, or processing, but shall apply to anyone engaged in either of these businesses if, and to the extent that, articles of commerce are bought and sold in connection with such business in substantially the same form in which they are bought.

(c) Gross sales shall be reckoned at the price at which such sales were made, whether for cash or on time, and if on time, the price charged on the books for such sales, without allowance for cash discount, and shall be reported as sales with reference to the time of delivery to the purchaser. Accounts found to be worthless and actually charged off for income tax purposes may at corresponding periods be deducted from gross sales, insofar as they represent taxable sales made after June 1, 1931, and to be added to gross sales if afterwards collected.

(d) When in the sale of a new article a second-hand or used article is taken in part payment, the sale of the new article shall be reported at the full gross sales price. The resale of second-hand or used articles, taken in part payment in the sale of new articles, or the resale of articles repossessed by the vendor, may be excluded from gross sales taxable under this act if separate record is kept of all such transactions in such manner as may be prescribed or approved by the Commissioner of Revenue.

(e) Tax Imposed.

The privilege or license tax imposed by this section shall be at the following rates for each six months or half-yearly period:

When the total gross wholesale sales of such merchant for the preceding six months or half-yearly period at each place where such business has been carried on has been:

Not more than $50,000	$ 12.50
More than $50,000 and not more than $125,000	25.00
More than $125,000	50.00

When the total gross retail sales of such merchants for the preceding six months or half-yearly period at each place where such business has been carried on has been:

Not more than $5,000	$ 5.00
More than $5,000, and not more than $12,500	12.50
More than $12,500, and not more than $25,000	25.00
More than $25,000, and not more than $125,000	50.00
More than $50,000, and not more than $125,000	125.00
More than $125,000, and not more than $250,000	250.00
More than $250,000, and not more than $375,000	375.00
More than $375,000, and not more than $500,000	500.00

More than $500,000, an additional tax of $250 for each $250,000, or major fraction thereof, of such gross retail sales.

(f) Every merchant as defined in this section shall, within the first ten days of the month of December, 1931, and within the first ten days of the months of June and December thereafter, make report to the Commissioner of Revenue of such merchant's gross sales for the preceding six calendar months. Such reports shall be upon forms prescribed and furnished by the Commissioner of Revenue. If the business is owned by an individual, such report shall be signed by the owner or manager; if owned by a partnership, by one of the partners or manager; if owned by a corporation, by a responsible officer of the corporation; and such report shall be sworn to. Beginning with June 1, 1931, it shall be the duty of every merchant to keep a record of sales conforming to the form of report by this section required to be made, and that will provide for a sufficient and accurate record of sales for every merchant, and such record shall not be destroyed for a period of three years or until checked and approved by a representative of the Department of Revenue. The Commissioner of Revenue may cancel the license of any merchant for failure to comply with the provisions of this section and may invoke any other penalties imposed in this act for violation of its provisions. It shall also be the duty of every merchant to keep a complete file of all invoices for a period of three years or until checked by a representative of the Department of Revenue.

(g) The taxes imposed by this section shall be first payable on or before December 10, 1931, and on or before the 10th day of June and December of each year thereafter. Upon the payment of such privilege or license taxes at each half-yearly period as provided for in this section, the Commissioner of Revenue shall issue to the taxpayer a license in form to be prescribed by him, covering and authorizing the conduct of such business by such merchant for the next succeeding six months.

(h) The license taxes imposed by this section shall be and are of the same nature as the other privilege or license taxes imposed by this article of the Revenue Act. It shall be unlawful for any merchant, subject to the provisions of this section to engage in the business of selling goods, wares, and merchandise in this State without procuring the license and paying the taxes at the time or times and in the amount or amounts as imposed in this section. The validity of the license issued by the Commissioner of Revenue under this section shall at all times be contingent upon compliance with all the provisions of this section as to accurate reports of gross sales and payment at each half-yearly period of the tax levied in this section on the merchants subject thereto.

(i) Every merchant who fails to make the report required by this section, within the time

(Continued on Page 219)

THE T. M. A. PAGE

STERLING L. HUBBARD, *Editor* Box 270, Reidsville, N. C.

The many friends of **Dewey Pollard**, popular Whitman salesman and Miss Mary Mangum were surprised to learn of their marriage in Cheraw, S. C., on April 4. They were accompanied to Cheraw by **Doc** and **Jeannette McElveen**, and Doc tells me that he not only saw the knot tied real good and fast but signed for it himself. After the ceremony the bridal party returned to Charlotte and were the guests of Doc. and Jeannette over the week-end. I understand that Mr. and Mrs. Pollard will make their headquarters in Raleigh and Wake Forest. The entire T. M. A. extends to them the best of good wishes for a long and happy married life.

Mr. and **Mrs. Roy Utter** have returned to North Carolina after having been in other territories for several months. They are making headquarters at the Hotel Charlotte in Charlotte. You know Roy sells Armand for Carl Weeks and I judge that business must be very good for Roy is driving a new Packard Sport Model Sedan. More power to you, Roy.

Mr. and **Mrs. W. McElveen** have moved from the Jefferson Apartments to No. 10, Windsor Apartments, Myers Park, Charlotte. Doc and Jeannette asked me to say that the latch string is always on the outside for their many friends whenever they are in Charlotte.

I told you above about **Dewey Pollard's** marriage. Dewey and **Bill Burwell** are great pals, so I told Bill I thought it was his time next. Bill replied that the only objection he has is that the ticket you have to buy at the Court House has no "return coupon" on it and he might not be able to find his way back to that good old bachelor apartment of his in the Raleigh Hotel.

Fellows, do you realize that it is only two months until the convention—it will be only about six weeks when you receive your JOURNAL. I do hope every one of you are already making preparation to be there. We are looking forward to a large attendance of both druggists and T. M. A. Let's go!

Soon you will receive a reminder that T. M. A. dues are again in order. It will certainly be a great favor to your Entertainment Committee and to me if you will reply to these reminders promptly with your checks for "ten smackers."

Your Secretary has had the misfortune recently to be confined to his room with an attack of flu and tonsilitis. Spent a miserable week in bed at Raleigh but I think I will live now—getting all primed for Wrightsville in June.

Fellows, it has been brought to my attention that a certain member of the T. M. A. made the remark to a druggist that the T. M. A. would not have to spend so much money if they didn't spend so much for liquor. I very much resent this both on behalf of the T. M. A. and personally for any member either of the Association or of the Auxiliary who is in his right mind knows that this is an absolute falsehood. Never in the history of the T. M. A. has one dime ever been spent for such a purpose. The man who made this remark came into the T. M. A. of his own free will and accord, grumbled at having to pay $10 dues, and has never yet paid his assessment for last year although he seemed to enjoy very thoroughly the T. M. A. Banquet in Raleigh last August for which the assessment was made.

Again, let me remind you to begin right now boosting the convention at Wrightsville Beach in June. Let's have the biggest attendance we have ever had.

Let's get some new members, fellows. We need them and they need the T. M. A. Do you need application blanks? I still have GOBS of them that have never been used.

Young bride at ball game: "Isn't our pitcher just grand? He hits the club at nearly every throw."

HAPPENINGS OF INTEREST

ALICE NOBLE, *Editor* Chapel Hill, N. C.

Everybody's Going—Aren't You?

When announcement was made that the fifty-second annual meeting of the North Carolina Pharmaceutical Association would be held at Wrightsville Beach the druggists received the news with particular satisfaction. Every one has a good time at this well known resort. Going to Wrightsville has always been a treat—even in the days of long ago when the trip was something of an undertaking—an adventure. Druggists used to journey to the beach by the old Wilmington Seacoast Railway with the antiquated locomotive—the "Bessie"—courageously puffing its way along pulling the old fashioned open cars behind it. Today, however, the trip is a different matter for it is made so quickly and delightfully. Good roads lead into Wilmington from every direction and the trip from the city to the beach can be made by motor in just a few minutes. New Hanover County has always been famed for its splendid roads. And what a beach! Just think of the surf those hot June days! Can you wait? And the tang of the salt air, the fishing, the sailing, the sea food, and all those other good things to look forward to. Did you know that we are promised a new moon on June 15? Think of it by the twenty-third? We hear that the attendance this year will be a record breaker. We believe it! Will you be there? Mark the dates on your calendar now with a big, red ring; make your reservations at once; be sure your swimming togs are okey; start saving the necessary cash for gas; and from now until time to hit the trail think about, boost, and get ready for the biggest and best meeting in the history of the Association, which is going to be staged on June 23, 24, and 25 at Wrightsville Beach with the Oceanic Hotel as convention headquarters!

Bricks Without Straw

We know that it is just as hard to publish a Happenings of Interest section of the JOURNAL without news as it used to be to make bricks without straw. We try to keep our ears to the rail to learn what is going on in drug circles but we are bound to make a dismal failure of our job unless we have lots of co-operation. How about helping us? When you hear news of interest to our readers won't you pass it along? Our box number at the post office is 631. Don't try to "dress the news up"—just jot down the facts and we will do the rest. Some of our readers have been wonderful about helping and we wish to take this opportunity to express our appreciation. But won't you do likewise?

Greensboro News

R. A. McDuffie, *Reporter*

Mr. R. L. Justice, former proprietor of the Justice Drug Co., has been spending the winter months in Florida.

Mr. Tom Pemberton, a one-time druggist and popular citizen of Greensboro, is now conducting a thriving dairy. He specializes in lactic acid milk for babies. Tom is also preparing to enter the ice cream business on a large scale.

Mr. Van Wyche Elkin, of Siler City, has recently purchased the Pomona Drug Store.

Mr. P. L. Caldwell recently succeeded **Mr. Ed. Nowell** as pharmacist at Wilson's Pharmacy on Summit Ave.

Mr. Henry C. Jones is now engaged in marketing his own preparation, KolBalm. Mr. Jones was manager of O. Henry Drug Store, No. 3, last year.

Mr. Floyd Coble, proprietor of the O. Henry Drug Stores, is planning to re-open his No. 1 store as soon as possible. This store was badly damaged in January by fire.

Mr. Coble liquidated the stock of this store by conducting a Piggly Wiggly next door to the old stand. The entire stock was advertised at half price and later reduced until the leavings were cleaned out at one cent per item.

Mr. C. C. Seawell is now manager of O. Henry Drug Store, No. 4. Mr. Seawell was formerly with the Fordham-McDuffie Drug Co. Last summer he liquidated Ed. Nowell's Pharmacy.

The many friends of **Mr. Dave Shreve**, traveling salesman for the Justice Drug Co., will be glad to learn that he has had no more physical ailments since his last trip to Johns Hopkins.

The proprietor of Revolution Pharmacy, **Mr. A. S. Cate**, is one of the chief promoters in the Meritt Chemical Co., Inc. This concern is engaged in the making and marketing of Meritt Foot Powder.

Messrs. C. C. Fordham, Sr., Parke C. Stratford, and **P. A. Hayes**, journeyed down to Raleigh this spring to consult with the legislators on a subject that is close to the heart of every druggist, namely—taxes.

Mr. W. C. Barnwell, of Prospect Hill, who has been connected with Reidsville drug stores, is now with the Grissom Drug Co.

The name—Sykes—has been for many years prominent in Greensboro drug circles. **Mr. A. J. Sykes** quit the drug business many years ago and is now at the head of Sykes, Florists. He operated stores in Greensboro, High Point and Winston. **Mr. E. C. Sykes**, brother of **Mr. A. J. Sykes**, dropped dead last August while on duty at the Grissom Drug Co. Another brother, **Mr. John Sykes**, died about twenty years ago. He was employed by **Mr. Howard Gardner** as pharmacist. **Mr. Ralph J. Sykes** is of a different family. He now conducts a drug store at McAdoo Heights, a suburb of Greensboro.

All Around the State

M. J. Leimkuhler, *Reporter*

Mr. and **Mrs. P. G. Glass**, of Kannapolis, announce the birth of a daughter on March 13. The young lady's name is Patsy Jean. The proud father is associated with the F. L. Smith Drug Co., of the Towel City.

Mr. W. R. McDonald, Jr., resigned his position with Liggett's in Charlotte on April 1st to accept a similar position with Crawford's Drug Store in Lenoir. He succeeds **Mr. W. J. Hickman** who severed his connection with the firm to become a representative of the United Drug Co. with eastern North Carolina as his territory.

Mr. M. M. Sessoms, formerly with Eckerd's, of Charlotte, has accepted a position as prescriptionist for Liggett's in the same city.

Friends of **Mr. H. Q. Ferguson**, manager of Purcell's Drug Store in Statesville, will regret to learn that he is confined to Dickey's Sanitarium at Southern Pines. Friends are wishing for him a rapid and complete recovery!

Mr. R. F. Holland is now the proprietor of the Plaza Drug Co. in Charlotte.

Bradsher and Bradsher, No. 1, of Charlotte, has been purchased by **Mr. Robert M. Webb. Mr. R. K. Webb** is in charge of the prescription department.

It is time to pull out that old bathing suit to see if the moths have given you a break during the winter! The wife, an old-fashioned darning egg, and a strand or two of Clark's O. N. T. will do wonders with your favorite swimming togs. A stitch in time saves nine—and now is the time to begin getting ready for the surf at Wrightsville and the general good time during the convention of the N. C. P. A. on June 23-25.

Eastern Carolina News

F. L. Bundy, *Reporter*

Mr. R. H. Brantley, of Wendell, has accepted a position with the City Drug Co., of Burlington. Mr. Brantley was with the Rosemary Drug Co., of Rosemary, for a number of years. Two years ago he became connected with the H. K. Mulford Co. as representative in southern Georgia territory, remaining with them until the Sharp and Dohme-Mulford merger.

Mr. James Kerr is now with the Liberty Drug Co. in Liberty. He was formerly with the New Drug Store in the same town.

We are glad to see **Mr. Hamilton P. Underwood** back on the job as Southeastern Sales Manager for the Upjohn Company. Friends will remember that he was injured in a serious automobile wreck near Charleston, S. C., several weeks ago.

Mr. A. L. Moir, manager of McKethan and Co., of Fayetteville, is back on the job, after a severe attack of the "flu."

The Butler Drug Co., of Salemburg, was destroyed by fire the latter part of February. The firm is erecting a modern building and will be open for business in about forty days.

Clark's Drug Store, of Williamston, has just moved into a new and larger store a few doors up the street from the old location. The firm has one of the most up-to-date stores in that section. The formal opening was held on March 5. Free ice cream was served, as well as cigars, sandwiches, and Whitman's, Norris, and Russell McPhail's candies. **Mr. C. B. Clark,** who has been the proprietor of the store for many years, has recently taken in as a partner his brother, **Mr. H. M. Clark.** The latter has also been with the store for several years. **Mr. C. B. Clark, Jr.,** is a chip off the old block. He is now a second-year student in the School of Pharmacy of the State University, a candidate for the degree of Bachelor of Science in Pharmacy. All of the Clarks are well liked by everybody and Clark's Drug Store is a popular institution in Williamston.

Mr. and **Mrs. Ernest F. Robinson,** of Wilmington, announce the birth of a son, William Edward, on March 23. The father of the young man is proprietor of the Pinehurst Pharmacy and the Hanover Drug Co. in the City by the Sea. We shall all look forward to meeting young Robinson during the Association meeting in June.

The druggists and traveling men of eastern Carolina learned with regret of the death of **Dr. William E. Warren,** physician of Williamston, on April 5, following an illness with pneumonia. Your reporter never saw a traveling man, druggist, or doctor, who didn't have a good word to say about Dr. Warren. Dr. Warren, Dr. Chas. O'H. Laughinghouse and Dr. Cy Thompson were the best of friends and were the "Life of the party" at all medical meetings. All three of them have died within the past year, Dr. Laughinghouse having died during the late summer and Dr. Thompson in January. They will be greatly missed at medical gatherings. Your reporter attended the Seaboard Medical Meeting in Elizabeth City in February. Dr. Warren was present but did not seem his usual gay self and showed that he was very sad and missed his two old friends.

The Southern distribution of Alber Dyspepsia Remedy has been placed with Chas. R. Thomas, Druggist, of Thomasville. Formerly the late **Mr. Walter S. Martin,** of Canton, had this distribution, but since his death and the death of **Mr. W. B. Bray,** the manufacturer of Belvidere, N. J., this preparation has been off the market. Now a new company has taken over the manufacture of this remedy and it is being successfully placed on the market again. The remedy sells for 75c and costs 50c. It is also being placed with all jobbers.

Mr. Philip Hungerford Thomas, aged 64, for 37 years connected with Henderson drug stores, died at his home on March 9 after an illness of about ten days. Mr. Thomas was one of the best known citizens of his community. He was born at the ancestral home, "Bloomsbury" near Williamsboro in Vance County on February 1, 1867. Prior to moving to Henderson he lived for eight years in Oxford. He is survived by his widow, formerly Miss Susan Robards, a daughter, and numerous other relatives. During the funeral, Henderson drug stores closed out of respect to him.

Messrs. D. A. Dowdy and **A. C. Cecil,** of High Point, have purchased the Harville Drug Co., of Thomasville and are operating it as Mann's of Thomasville. **Mr. Frank Murr** is manager and **Mr. B. G. Warren** remains with the store as pharmacist. **Mr. R. C. Harville,** the former owner, is planning on "going on the road." He is very popular with the traveling men and will be welcomed as a brother Mystic Knight of the Sea. Messrs. Dowdy and Cecil operate the Economy Drug Co. in High Point together. Mr. Dowdy also operates the Mann Drug

Co., Nos. 1 and 2, while Mr. Cecil operates Cecil's Drug Store and the Cecil-Simpson Drug Co., all in High Point. Mr. Cecil also has an office supply business.

And that reminds me—have you made your reservations for the June convention. The Oceanic Hotel will be headquarters for the druggists, traveling men, and visitors. Everybody will be there! There is going to be a big time all the time! We'll be looking for you! Don't disappoint us!

General News Items

Don't make excuses after the convention is over for not having been "among those present;" make your plans now to be on hand when President Miller calls the meeting to order—and make them good.

Mr. Turner F. Currens, of New York City, who has been adopted by North Carolina druggists, enjoyed a vacation cruise to the South Seas the early part of April.

Friends will be interested to learn that **Mr. G. E. Burwell,** who is now making his home in Miami, Fla., has been appointed field representative of the *Southeastern Drug Journal.*

State papers recently carried photographs of **Miss Frances Stowe,** attractive daughter of **Mr.** and **Mrs. J. P. Stowe,** of Charlotte, who was one of the sponsors of the spring festival dances at the University of North Carolina, held in Chapel Hill on April 10-11.

A news item from Greensboro states that **Mr. C. E. Stroud** has been named permanent receiver for the Grissom Drug Co.

Mr. R. Homer Andrews was recently re-elected a member of the board of alderman of Burlington.

Mr. W. L. Lamar and his associates, **Messrs. C. M. Castevans** and **Buck Pannill,** are now operating the old Hamer-Horan Drug Co., in Albemarle as the Albemarle Drug Co.

Brooks and Thomas is a new drug store in Asheboro, recently incorporated. The store is authorized to own and operate retail and wholesale drug stores. The authorized capital stock is $100,000 with $300 subscribed stock by **Messrs. F. G. Brooks, W. C. Thomas,** and **J. A. Hunter, Jr.,** of Siler City.

The JOURNAL extends sincerest sympathy to **Mr. Germain Bernard,** of Durham, in the death of his mother, which occurred at her home in Durham early in April. Mrs. Ber-

IT WON'T BE LONG NOW

I would like to meet at Wrightsville Beach on June 23-25 a representative from every drug store in North Carolina. There are many members of our Association who do not attend our annual meetings and to these especially I make this appeal. Nothing is so conducive to renewed energy and more pep than to mingle with your brother druggists at these annual meetings and listen to the various papers and discussions for the betterment of the Independent Retail Druggist. The day has passed when dry and uninteresting discussions are held. Our meetings are full of food for thought now, and I promise every pharmacist in this good old State that if he will meet me at Wrightsville next June and will attend the meetings and enter into the discussions that he will return home with ideas which if put into practice will more than pay him for his trip. There is being planned a most interesting program and in addition to the valuable papers that will be read and the lectures to be given by men of national reputation on subjects nearest to the heart of all pharmacists we will have a social program that will be full of enjoyment for every one—ladies as well as men.

"So pack up your troubles in your old kit bag," bring the madam, and meet me at Wrightsville on June 23.

Yours sincerely,

(Signed) Charles B. Miller,
President.

nard was in her ninety-fourth year, having recently celebrated her birthday with many friends and relatives about her to offer congratulations and good wishes.

Did you ever know people who could find excuses for everything? Well there is not one valid reason why you should not attend the Wrightsville Beach meeting in June. The season is right, the program is splendid, good roads and easy train schedules make traveling simple, and last but not least all your friends will be present. Don't have regrets after the meeting that you failed to be there; make your plans to attend now, and stick to them!

A new drug store for Canton is the New Champion Cut Rate Drug Store with **Messrs. S. B. Burrus** and **B. L. Stom** as operators.

We understand that **Mr. R. Savage,** formerly with the Peoples Drug Store in Charlotte, is now making his home in Fairmont.

Mr. W. L. Wetzell, of Gastonia, licensed as a pharmacist in this State in 1908, writes that he has been out of the drug business many years and is at present holding down two jobs, both in Gastonia, one as treasurer of the Armstrong Land and Investment Co. and the other with the Armstrong-Winget Mills.

Mr. G. C. Kelly, of Lillington, who has been connected with the Five Points Drug Co., of Durham, since Dec. 1, 1926, resigned his position on April 1st and returned to his home in Lillington. He has recently acquired the old Lafayette Drug Co. in that town. An up-to-date prescription department has been added and he will conduct the pharmacy in the future under its present name.

Elliott's Pharmacy at Fuquay Springs, has greatly improved the appearance of the store by adding an attractive new soda fountain.

Messrs. C. R. Wheeler and **C. L. King** have opened a drug store at 1345 N. Liberty St., in Winston-Salem. The store is operated as the King-Wheeler Drug Co. Mr. Wheeler was formerly with Bobbitt's Nissen Drug Co., while Mr. King was with Bobbitt's Pharmacy in the Reynolds Building, both in the Twin City.

You can't have a successful convention unless everybody does his part!

Mr. Foster L. Bundy, of the Norwich Pharmacal Co., recently spent several days in New York on business. Mr. and Mrs. Bundy moved their Raleigh residence a few weeks ago from 2232 Circle Drive to No. 105 in the Vance Apartments.

Wendell Banks on Its Druggists

It has become quite apparent that Wendell is partial to its druggists—that when it needs good men for civic responsibilities it turns to the pharmacists. **Mr. Paul C. Brantley** has been mayor of the town for a number of years, but a month or two ago he moved his residence just without the corporate limits thus automatically rendering himself ineligible for re-election. On the evening of April 3 a town primary was held and the other druggist of the town, **Mr. W. R. Nowell,** was nominated for mayor. In all past years nomination has been equivalent to an election.

We Are Awfully Glad to See You

During the past week or two the JOURNAL offices have received visits from a number of friends. **Mr.** and **Mrs. C. W. Holton,** of Essex Falls, N. J., spent the night in Chapel Hill en route to Charleston, S. C. They were making the trip by motor. **Dr. E. V. Zoeller** was the guest of Chapel Hill friends for a couple of days a week later. The next day **Mr. E. K. Braselton,** Sales Manager of the Washington District of Eli Lilly and Company, and **Mr. W. A. Burwell,** who needs no introduction to North Carolina druggists, dropped in to say that reports from Wilmington indicate that the coming convention will be ace-high in every respect; that **Local Secretary Hall** and his associates are doing everything in their power to make the meeting a huge success. We also learned that **Mr. Luther White,** proprietor of the City Drug Store, of Wilmington, has recently accepted a position as representative in eastern North Carolina for Eli Lilly and Co. with headquarters in Rocky Mount. He is taking over part of the territory of **Messrs. Thos. L. Smith, W. A. Burwell,**

and **Joe Wright.** Mr. Smith has moved his headquarters from Kinston to Wilmington. In addition to a large part of the territory he has covered for a number of years, Mr. Burwell has recently taken over a part of Mr. Nutting's assignment.

President C. B. Miller spent several hours in Chapel Hill on April 14 talking over plans for the coming convention with **Secretary Beard.** Complete announcements of the program, etc., will be made in the June issue of the JOURNAL.

We are always awfully glad to have our friends drop in to see us and we wish that more of them come by when they are in these parts.

Lilly to Advertise Extensively

During May and June representatives of Eli Lilly and Co., backed by intensive advertising in the form of bulletins, letters, special mailings, and medical journal advertising, will be actively at work promoting calls for such Lilly items as Liver Extract No. 343 for pernicious anemia, Liver Extract No. 55 with Iron for secondary anemia, Staphylo-Jel for the local treatment of staphylococcus infection; and Ephedrine preparations. Pharmacists will be interested to know in advance the items that are to be featured in Lilly sales and advertising effort. The distribution of all Lilly preparations is through the drug trade.

Silver Anniversary of A.D.F.I. Co.

During the last week in May the American Druggists' Fire Insurance Co. will celebrate its twenty-fifth anniversary. From a very small beginning in 1906 the firm has grown into one of the strongest of capital stock companies. It has a record of having adjusted and settled fully 6,000 drug store fire losses, and has saved its policyholders in the cost of their insurance nearly $300,000,000. During the anniversary week an Agents' Convention will be held which will be attended by every representative of the Company from "coast to coast" and from the Canadian border to the Gulf of Mexico, as well as by all of the officers and directors of the institution. The entertainment and business features will be of exceptional interest. The following will be special guests: President and Mrs. H. C. Christensen, and Secretary and Mrs. E. F. Kelly of the A. Ph. A., President and Mrs. Riemenschneider and Secretary and Mrs. Samuel C. Henry of the N. A. R. D., as well as state pharmaceutical association officers in that region.

North Carolina Board of Pharmacy

The next meeting of the North Carolina Board of Pharmacy for the examination of applicants for license to practice pharmacy will be held in the Pharmacy Building at Chapel Hill, N. C., June 10, 1931, at 9:00 a.m. Applications for the examination should be filed with the Secretary not later than ten days before the date of the examination.

For blanks or information write to

F. W. HANCOCK,
Sec.-Treas.,
P.O. Box 910, Oxford, N. C.

Marriages

Mr. and **Mrs. Joseph A. White,** of Mooresville, announce the marriage of their daughter, Margaret Alice, to Mr. John White Moore, on February 10 at Mooresville.

Engagements

Mr. and Mrs. J. C. Leary, of Edenton, announce the engagement of their daughter, Louise, to **Mr. William Dorsey Welch, Jr.,** of Morehead City, son of Mr. and Mrs. W. D. Welch, of Hobbsville. The wedding will take place in June. Mr. Welch is a graduate of the State University School of Pharmacy, having received the Ph.G. degree in 1928. During his last two years he served as student assistant in the laboratories. He was a member of the Phi Delta Chi fraternity. For a year following his graduation he was with the Wiggins Drug Store in Rocky Mount and then for several months was with the Saunders Drug Store in Wil-

mington. Since last June he has been prescriptionist for the Morehead City Drug Co.

"Business Opportunities"

DRUG STORE FOR RENT—Residential, built up, restricted, zoned location in Richmond, Va. next door to flourishing COMPLETE SANITARY FOOD STORE. Record 464 customers Saturday, 1434 for the week by actual count. One half enough nice new fixtures already in building. A truck can move you to this dandy store. Address Owner, Box 433, Richmond, Va.

Births

It is with peculiar pleasure that the JOURNAL announces the arrival of little Miss Betty Sue Jacobs on April 13. She is the daughter of Professor and Mrs. M. L. Jacobs, of the State University, and will make her home with her parents in Chapel Hill.

Deaths

Mr. Edward M. Davis, aged 57, prominent druggist of Roxboro, formerly of New Bern, died in a Durham hospital on February 26 of a sudden heart attack, following a year of ill health. Mr. Davis was a brother of the late Mr. David R. Davis, New Bern druggist, and for some time was associated with him in the drug business. For many years Mr. E. M. Davis had been the proprietor of the Davis Drug Co. in Roxboro and for some time his nephew, Mr. D. R. Davis, Jr., registered druggist, was also connected with the store. Mr. Davis was licensed as a pharmacist in 1905 and was a member of the N. C. P. A.

Mr. Carroll M. Shuford, retired business man of Hickory and former owner of the Shuford Drug Store, died recently at Tampa, Fla., where he was spending the winter. His death was attributed to a heart attack. The funeral services were held in Hickory.

LEGAL SECTION

(Continued from Page 211)

specified, or who fails to make remittance of the amount of tax due and payable, or who shall make a false report, shall be liable for a penalty equal to the necessary expense of travel and per diem of a representative of the State Department of Revenue who shall be assigned to investigate such violation, and to secure a correct report of sales and settlement of tax, and, in addition, every person, firm, or corporation violating the provisions of this section shall be guilty of a misdemeanor, and upon conviction, shall be fined or imprisoned in the discretion of the court.

(j) It shall be the duty of the Commissioner of Revenue to administer this section and to have made a check of the books and records of every taxpayer under this act in such manner and at such periods as in his judgment may be necessary to secure a full and complete observance of the provisions of this section, and to this end the properly accredited representatives of the Commissioner of Revenue shall have the right to examine any of the books and records of every such taxpayer. If within a period of three years after the payment of the tax under this section it is found that any taxpayer has paid a tax in excess of the correct amount levied in this section, a refund of such overpayment shall be made by the Commissioner of Revenue, and if it is found that an underpayment of the tax levied in this section has been made, the additional tax shall be collected, with interest at the rate of six per cent. The collection of underpayment of taxes shall be limited to a period of three years from the time such tax is due, but this limitation shall not apply to the assessment of additional taxes upon fraudulent returns. If such an additional assessment is contested, the taxpayer shall have thirty days in which to be heard and file exceptions made and determine the amount of tax, interest, and penalties, if any, and such amount shall be due within ten days after notice thereof.

(k) No county, city, or town shall levy any privilege or license tax under the provisions of this section, but this prohibition shall not limit or affect the right of any county, city, or town to levy privilege or license tax as permitted under any other section of the Revenue Act or other statute.

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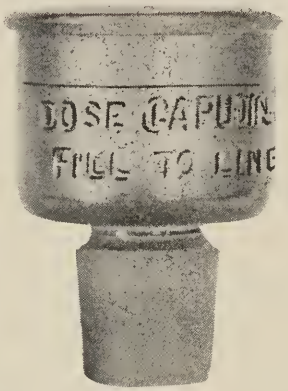

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Last Call for Wrightsville—Let's Go!

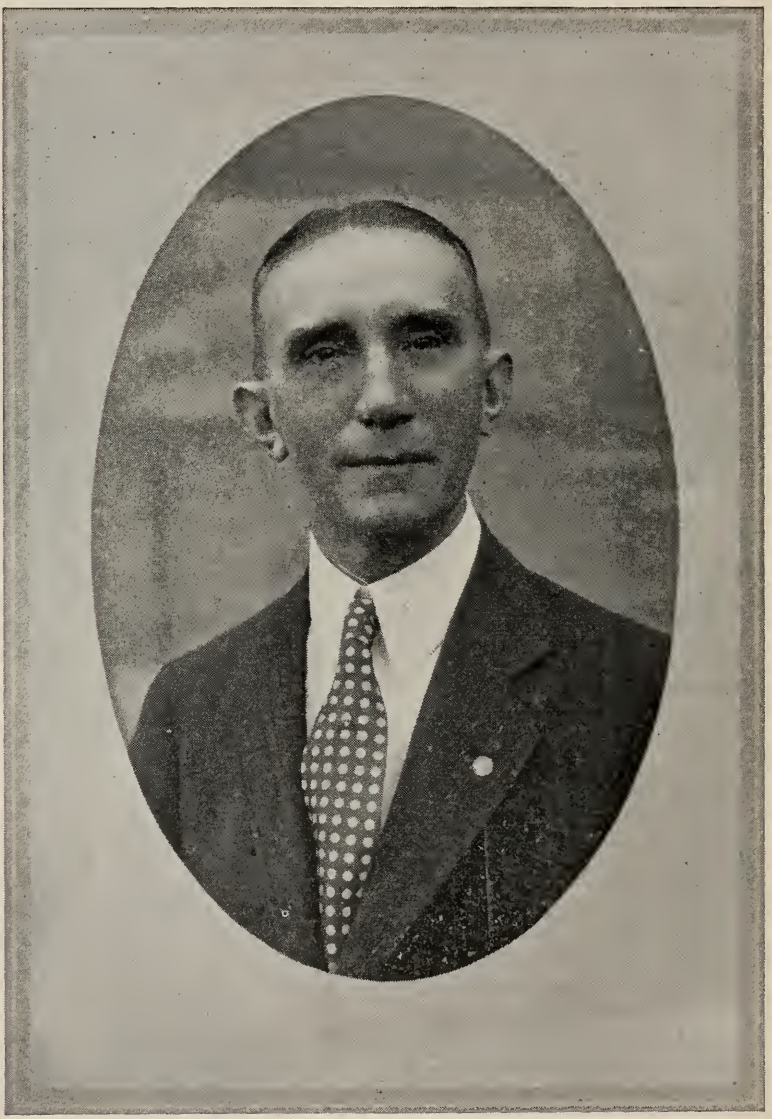
Grease up the old flivver, boys; put in plenty of gas; bring the madam, by all means; and meet the gang at Wrightsville on June 23. There will be something doing every minute. And don't forget the bathing togs—a dip in the briny deep will tone you up and get rid of some of the drugs in your system. There will be dancing every night for those that trip the light fantastic; also, golf, rides, fishing, and a program for the intellectual senses that will put you on edge for better business when you get back home. Your committees have been busy making arrangements for this meeting and we promise you one of the best ever.

Give old man "hard times" the laugh for once and come on. We want to see every drug store in North Carolina represented at this meeting and if you have no flivver one of your neighbors will gladly give you transportation. Begin now to make your plans to come and let's show the folks that the North Carolina Retail Druggists are up and doing when it comes to having a real convention. The management of the Oceanic Hotel has promised to turn the hotel over to us, but if you do not care to stop at "headquarters" there will be plenty of cottages to accommodate you near by at reasonable prices. Let's make this year's meeting a red letter occasion in the history of our Association.

The official program will be found in the June issue of the JOURNAL and from this you will see that talks which hit the spot will be made and that no dry subjects will be discussed, but only those things that tend to give us the inside of how to run a drug store as well as to make a greater profit and eliminate the waste in our business. You cannot afford to miss any of it. Don't say, "I can't afford it;" you cannot afford not to come. So be there and rub elbows with the boys you have not seen since last year's convention; it will do you worlds of good!

Yours sincerely,

(Signed) C. B. MILLER,
President N. C. P. A.



PRESIDENT CHARLES BORDEN MILLER, of Goldsboro

Who Will Preside Over the Fifty-second Meeting of the North Carolina Pharmaceutical Association

OFFICERS, COMMITTEES AND DELEGATES OF THE NORTH CAROLINA PHARMACEUTICAL ASSOCIATION

Officers

C. B. Miller, Goldsboro ..... *President*
J. C. Hood, Kinston ..... } *Vice-Presidents*
G. A. Iseley, Raleigh ..... }
Fred Hester, Asheville ..... }
J. G. Beard, Chapel Hill ..... *Secretary-Treasurer*
C. M. Andrews, Burlington ..... *Assistant Secretary-Treasurer*
Alice Noble, Chapel Hill ..... *Associate Secretary*
J. M. Hall, Sr., Wilmington ..... *Local Secretary*
F. O. Bowman, Chapel Hill ..... *General Counsel*
W. L. Moose, Albemarle, *Chairman* ..... }
O. M. Fordham, Greensboro, *Secretary* ..... } *Proprietors' Section*
F. H. Scroggs, *Chairman*, Wilson ..... } *Clerks' Section*
G. O. Tripp, *Secretary*, Elm City ..... }

Committees

EXECUTIVE

C. B. Miller, *Chairman*

J. C. Hood
G. A. Iseley
J. G. Beard
J. C. Brantley
J. A. Goode
Warren W. Horne

LEGISLATIVE

G. K. Grantham, Sr., *Chairman*
F. W. Hancock
E. W. O'Hanlon
J. P. Stowe
G. A. Iseley

RESOLUTIONS

J. A. Goode, *Chairman*
E. L. Tarkenton
E. R. Thomas
R. R. Copeland
J. M. Hall, Sr.

INSURANCE

R. K. Blair, *Chairman*
K. E. Bennett
L. W. McKesson
J. T. Vinson
F. O. Bowman

PAPERS AND QUERIES

A. C. Cecil, *Chairman*
C. R. Thomas
W. T. Andrews

TRADE INTERESTS

B. F. Page, *Chairman*
H. T. Hicks
A. E. Weatherley

PRACTICAL PHARMACY AND DISPENSING

I. W. Rose, *Chairman*
J. G. Ballew
J. C. Hood

PRINCIPLES OF BUSINESS PRACTICE

G. W. Waters, *Chairman*
C. C. Fordham, Sr.
H. M. Cooke

Delegates N. A. R. D.

C. L. Eubanks, *Chairman*
G. A. Iseley
E. E. Missildine

CO-OPERATIVE ADVERTISING

E. L. Tarkenton, *Chairman*
E. C. Adams
A. A. James
C. P. Harper
P. B. Bissette

Officers-Elect of the Association

The following officers, elected by mail ballot in 1930, will be installed at the Wrightsville Beach meeting of the Association:

T. A. Walker, Charlotte ..... *President*
G. A. Iseley, Raleigh ..... } *Vice-Presidents*
A. E. Weatherley, Greensboro ..... }
Paul Webb, Sr., Shelby ..... }
J. G. Beard, Chapel Hill ..... *Secretary-Treasurer*
G. K. Grantham, Sr., Dunn (one-year term) ..... }
C. L. Eubanks, Chapel Hill (two-year term) ..... } *Members of the Executive Committee*
Warren W. Horne, Fayetteville (three-year term) ..... }

The T. M. A. Officers

W. McElveen ..... *President*
W. A. Burwell ..... *Vice-President*
Sterling L. Hubbard ..... *Secretary-Treasurer*
M. J. Leimkuhler ..... *Assistant Secretary-Treasurer*

BOARD OF GOVERNORS

P. A. Hayes ..... *Five Year Term*
Warren S. Christian ..... *Four Year Term*
A. Dewey Pollard ..... *Three Year Term*
J. W. Coppedge ..... *Two Year Term*
A. R. Cross ..... *One Year Term*

ENTERTAINMENT COMMITTEE

A. D. Pollard, *Chairman*

W. A. Burwell, *Advisory Chairman*

F. L. Bundy ..... *Sub-Chairman of the Golf Committee*
R. W. Lowe ..... *Sub-Chairman of the Information Committee*
R. D. Heist ..... *Sub-Chairman of the Welcome Committee*
J. W. Harrell ..... *Sub-Chairman of the Transportation Committee*
P. A. Hayes ..... *Sub-Chairman of the Dance Committee*

CONVENTION PROGRAM
OF THE FIFTY-SECOND ANNUAL MEETING OF THE NORTH CAROLINA PHARMACEUTICAL ASSOCIATION

Tuesday, June 23

The registration of delegates and visitors will be under the direction of Assistant Secretary C. M. Andrews. The registration begins at 9:00 a.m., and will continue throughout the day. A fee of $1.00 will be charged each person participating in the program of the convention. This fee entitles the registrant to a badge which will serve as a card of admission to every convention event.

Meeting of the Clerks' Section

10:00 a.m.

Convention Hall—The Oceanic Hotel

Section Called to Order by Chairman F. H. Scroggs.
Address by the Chairman.
Appointment of Nominating Committee.
Appointment of Resolutions Committee.
Report of Secretary G. O. Tripp.
Reading and Discussion of Papers.
Miscellaneous business.
Election of new officers.

First General Session of the Association

2:00 p.m.

Convention Hall—The Oceanic Hotel

Convention Called to Order by President C. B. Miller.
Invocation by Rev. Edgar W. Halleck, Rector of St. Johns Episcopal Church.
Address of Welcome by Hon. Walter H. Blair, Mayor of the City of Wilmington.
Response by Miss Alice Noble.
Address of Welcome on Behalf of the Local Druggists by Mr. Walter R. Kingsbury.
Response by Mr. Jas. P. Stowe.
Roll Call by the Secretary.
Reading of Minutes of Preceding Meeting.
Applications for Membership Received and Acted Upon.
Reception of Visiting Delegates.
General Announcements by Local Secretary James M. Hall, Sr.
Appointment of Nominating Committee.
Appointment of Committee on Time and Place of Next Meeting.
Annual Address of the President.
Annual Report of the Secretary-Treasurer.
Annual Report of the Executive Committee.
Receipt of Resolutions. All resolutions must be submitted in writing.
Annual Report of Secretary-Treasurer F. W. Hancock of the North Carolina Board of Pharmacy.
Adjournment of the First Session.

Meeting of the Traveling Men's Auxiliary

3:00 p.m.

(Room to be announced later)

4:00 p.m.

Fishing Party, starting from Oceanic Hotel pier, tendered all members and guests registered for the meeting through the courtesy of Robert R. Bellamy and Son. (Detailed announcements concerning this trip will be made at the first general session.)

Second General Session

8:00 p.m.

"Fountain Service." A sound motion picture presented through the courtesy of the Coca-Cola Company.
"A Jolt for General Germ." A sound animated cartoon presented through the courtesy of Lehn and Fink.

Wednesday, June 24

10:00 a.m.

Card Party for all ladies registered for the convention.

Third General Session

10:00 a.m.

Convention Called to Order by the President.
Address by Dr. Robert J. Ruth, National Chairman, Pharmacy Week Executive Committee. Subject: "Selling Professional Service."
Commercial Clinic. An effort is being made to provide an entertaining and instructive program consisting of ten-minute talks by representative pharmacists on pertinent subjects with brief time allowed following each talk for discussion. This program has not yet been fully formulated and announcements concerning it will be made later.
Series of ten-minute talks by members of the Traveling Men's Auxiliary.
Section on Practical Pharmacy and Dispensing.
Report by Chairman I. W. Rose.
Presentation of Papers. Subjects to be announced later.
Reading and Discussion of Papers. Conducted by Chairman A. C. Cecil of the Papers and Queries Committee.
Adjournment of the Fourth Session.

Fourth General Session

2:30 p.m.

Convention Called to Order by the President.
Address by Mr. Edward P. Minogue, Assistant District Manager, U. S. Department of Commerce. Subject: "The Retail Drug Survey."
Report of Attorney F. O. Bowman.
Report of the Legislative Committee by Chairman G. K. Grantham, Sr.
Report of the Resolutions Committee by Chairman J. A. Goode.
Report of the Trade Interests Committee by Chairman B. Frank Page.
Adjournment of the Fourth Session.

4:30 p.m.

Automobile drive tendered the delegates and visitors to points of interest in and around the City of Wilmington and to Fort Fisher.

9:00 p.m.

A dance at Lumina Pavilion will be given in honor of the members of the Association, their families and guests by the Traveling Men's Auxiliary. Music will be furnished by the Duke University Orchestra.

Thursday, June 25

Fifth General Session

10:00 a.m.

Convention Called to Order by the President.
Report of the Insurance Committee by Chairman R. K. Blair.
Report of the Committee on the Principles of Business Practice by Chairman G. W. Waters.
Report of the Delegates to the N.A.R.D by Chairman C. L. Eubanks.
Address by Mr. Joseph B. Clower, Manager, Schmitt's Drug Store, Woodstock, Va. Subject: "Window Displays."
Report of the Committee on the President's Address.
Discussion of General Policies to be Adopted.
Report of the Committee on Time and Place of Next Meeting.
Report of the Nominating Committee.
Election of Officers.
Miscellaneous Business
Installation of Officers for the ensuing year.
Final Adjournment of the Convention.

2:00 p.m.

Organization meeting of the new Executive Committee. It is necessary for every member of the Committee to be present since most important business will be acted upon.

3:00 p.m.

Free-for-All Golf Match on City of Wilmington's Municipal Golf Course.

JAMES MALCOLM HALL, Sr., of Wilmington

Local Secretary for the Wrightsville Beach Meeting of the Association

HOTEL ACCOMMODATIONS

The Oceanic Hotel has been selected as convention headquarters. The management has offered the following convention rates, American plan:

Room without bath, $5.00 per day, per person.
Room with connecting bath, $6.00 per day per person.
Room with private bath, $7.00 per day per person.

In addition to the Oceanic Hotel other hotels and boarding houses on the Beach will be open for the accommodation of convention guests and delegates, and as a number may prefer to make reservations elsewhere we are quoting rates. All hotels and boarding houses at Wrightsville Beach are operated on the American plan.

The Seashore Hotel

Daily rates—$5.00 to $6.50 per person.
Weekly rates—$30.00 to $35.00 per person.

The Hanover Inn

One person—single room with hot and cold running water, $3.50 per day, per person.
Two persons—double room with hot and cold running water, $3.00 per day, per person.
One person—single room with connecting bath, $4.00 per day, per person.
Two persons—double room with connecting bath, $3.50 per day, per person.

The Northrup Cottage

Daily rates—$3.00 to $4.00 per day, per person.
Weekly rates—$15.00 to $20.00 per day, per person.

The Kitty Cottage

Daily rates—$4.00 to $4.50 per person. (Also: a few double rooms, $3.50 per day, per person.)

The Oceanic Hotel—Convention Headquarters

W. M. McELVEEN, of Charlotte
President of the T. M. A.

W. A. BURWELL, of Raleigh
Vice-President of the T. M. A. and Advisory Chairman of the Entertainment Committee

A. D. POLLARD, of Raleigh
Chairman of the Entertainment Committee

THE T. M. A. PAGE

STERLING L. HUBBARD, *Editor* Box 270, Reidsville, N. C.

Fellows, when you read this it will be just a little over two weeks until we will all meet in Wrightsville for the 1931 convention. YOU will be there, won't you? Let's go! Have all of your customers promise you that they will meet you there? If not, let's sell them ALL on the idea that they can't afford not to be there. THIS is going to be a REAL convention.

I didn't think he had hardly had time to get my letter asking for 1932 dues, when I received the FIRST check of the year from **C. Rush Hamrick**, of the Kendall Medicine Co., of Shelby. But that's the way "C. Rush" does his share—right NOW and cheerfully.

Living

"To touch the cup with eager lips and taste, not drain it;
To woo and tempt and court a bliss, —and not attain it;
To fondle and caress a joy, yet hold it lightly,
Lest it become necessity and cling too tightly;
To watch the Sun set in the West without regretting;
To hail its advent in the East—the night forgetting;
To smother care in happiness and grief in laughter;
To hold the present close—not questioning hereafter;
To have enough to share—to know the joy of giving;
To thrill with all the sweets of life—THAT'S LIVING."

(Copied)

Boys, your Secretary is right in style now. You know in most every conversation now-a-days it's "before and after my operation." Well, I've had one, so I can talk to anybody NOW. I'll be just right for the convention.

Have just had a letter from Raleigh, headquarters of your Entertainment Committee, and the letter assured me that the boys are going to have a REAL PROGRAM. Be sure YOU don't miss it.

I had the pleasure of seeing **"Red" Goodrich**, sales manager for that famous headache powder—B.C. "Red" says he will see you all at Wrightsville and will have PLENTY of B.C. Fine! "Red."

Let's EVERY T.M.A. member bring a new member to Wrightsville Beach for the convention. There are plenty of NON members traveling the State for ALL of us to bring at least ONE and even more.

Have you paid your T.M.A. Dues for 1932? If not, please mail your check NOW. By doing so, you will surely help those of us who have the work to do at the convention. It's just as easy NOW, as then.

Your Assistant Secretary-Treasurer, **M. J. Leimkuhler**, says business is GOOD. You know "Leim" sells labels, boxes—ALL kinds of labels and boxes—for Pictorial.

Here's the proper spirit, fellows. **R. C. Cagle**, of the Scott Drug Co., of Charlotte, told me a short time ago NEVER to hesitate to let him know just what his share in the T.M.A. is—either dues, assessments or work—and it would be forthcoming IMMEDIATELY.

I want to tell you about some fine "doings" and that's that—CITRO-CARBONATE made by the Upjohn Co. and sold by **F. M. Boyette, R. E. (Gene) Hunter** and **R. H. Marston**. It will fix you right up in fine shape.

MY FINAL APPEAL BEFORE OUR CONVENTION:—Get your customers to promise to meet YOU there; be there YOURSELF and ON TIME; send me a check for your DUES; and come prepared to make this the biggest and best convention yet. WILL YOU?

Our good friend, **G. C. Benson**, who sells SYRUP OF PEPSIN, has moved from 1828 E. 7th St. to 20 Providence Road, Charlotte.

HAPPENINGS OF INTEREST

ALICE NOBLE, *Editor* Chapel Hill, N. C.

All Together—Let's Go!

The time has come "the Prexy" says
To talk of many things

which means that June has rolled around again and **President C. B. Miller** is calling for all members of the North Carolina Pharmaceutical Association and of the Traveling Men's Auxiliary, as well as their wives and sweethearts to meet him at Wrightsville Beach on June 23, 24 and 25 for our annual convention. The Oceanic Hotel, the first stop of the electric cars on the Beach proper, has been chosen as convention headquarters. It has ample facilities for the accommodation of guests. The Committee on Arrangements is working night and day and no effort is being spared to make the Fifty-second Convention a big success. **Local Secretary Hall** and his assistant, **Mr. Adolph G. Ahrens,** have perfected plans to make everybody comfortable and happy. **Mr. A. Dewey Pollard,** Chairman of the Entertainment Committee of the T. M. A., dropped into the JOURNAL offices the other day to tell us about the plans his organization is making to guarantee the delegates and visitors having a good time. As usual, the T.M.A. is going to do big things! Several surprises are in store for us; wait and see! An interesting program has been mapped out and important matters affecting the profession of pharmacy will be discussed. Those attending the business sessions will also gain many new and valuable ideas for the successful operation of a modern drug store. There will be a "Commercial Clinic" again this year. By the way, won't you help make this feature a success? How about making a ten-minute talk explaining to your fellow-druggists some sales plan which has proved particularly successful in your store? We need your help to make the convention a success.

And last but not least, be sure to bring your wife along. A delightful entertainment program has been arranged for the ladies. Just think of Wrightsville Beach in June! We believe we are very lucky to have the convention there. Wilmington and its beaches offer almost every conceivable amusement and sporting facility to be found at any beach resort. Golf, surf and still water bathing, motor and sail boating, fishing, dancing, tennis, motor and horseback riding over beautiful country can all be enjoyed to your heart's content. Can you resist all these attractions? Don't try. Make your reservations today and be on hand when the meeting is called to order at 2:00 p.m., Tuesday, June 23, in the Convention Hall at the Oceanic Hotel, Wrightsville Beach, N. C.

Eastern Carolina News

F. L. Bundy, *Reporter*

The drug firm of Hood and Grantham, of Dunn, formed in 1891 by **Messrs. G. K. Grantham, Sr.** and **D. H. Hood,** and continued by these partners since that time, dissolved partnership on April 21 by mutual agreement. The next day two new firms took their places among the business concerns of Dunn—George K. Grantham and Son, and Hood's Drug Store. The former firm is composed of Mr. Grantham and his only son and namesake. Young Mr. Grantham is also a registered druggist and has been associated with Hood and Grantham for a number of years. The proprietors of Hood's Drug Store are the two sons of **Mr. D. H. Hood, Messrs. D. H.** and **Thomas R. Hood,** their father having withdrawn from the firm. Both are licensed pharmacists. The dissolution of the old firm of Hood and Grantham has attracted considerable interest. The proprietors were two of the founders of Dunn, and their drug store was one of the pioneer business concerns of the town. Both Mr. Hood and Mr. Grantham are outstanding leaders in the community and in the Methodist church. Their families have been connected in business in one way or another for nearly half a century.

The Norwich Pharmacal Co. held its semi-annual sales and advertising meeting at the Hotel New Yorker in New York City on April 17-18. An elaborate sunburn advertising campaign was discussed. The meeting was in charge of **Mr. Turner F. Currens,** Vice-President of the firm. The North Carolina representatives of the company **Messrs. Bundy** and **Civil** attended the meeting.

Mr. Adolph Ahrens, proprietor of the Service Drug Co., of Wilmington, has just completed the remodeling of his store. A wide front has been put in and several improvements made in the interior. It is now one of the most attractive stores in Wilmington.

Mr. Jas. M. Hall, Sr., Local Secretary for the Wrightsville Beach meeting, is very much enthused over the convention and has everything humming for a "tip-top time." If everybody doesn't have a good time it certainly will not be his fault. Your reporter paid Mr. Hall a visit a few nights ago and he surely has his whole heart and soul set on seeing that the forthcoming convention is one of the greatest we have ever had. He is well liked by all the Wilmington and Beach officials and this influence means that the "convention will get everything that is coming to it." We hope that it will be possible for everybody attending the convention to meet Mr. Hall personally for he is surely a likable person.

Mr. Paul Thompson, of the Fairmont Drug Co. in Fairmont, has been elected to head the Town Council. Several years ago Mr. Thompson and **Mr. Wiley Taylor** bought out the Grantham Drug Co. in Fairmont and are operating the store as the Fairmont Drug Co. However, the firm is better known as Paul and Wiley. They have a lot of tire

Old Ocean Urges You to Come!

covers around Fairmont that simply say, "Paul and Wiley."

Mr. J. T. Stevenson, of Overman and Stevenson, of Elizabeth City, has just returned from a trip to Pittsburgh, Pa., and other eastern cities. By the way, the firm of Overman and Stevenson has just celebrated its sixth anniversary! Congratulations and many good wishes.

Friends all over the State are extending heartiest congratulations to **Mr. G. A. Iseley** upon his recent election by a large majority as Mayor of Raleigh. Just before taking up the reins of his new office Mayor Iseley announced that he had sold all of his stock in the Boon-Iseley Drug Co. to **Mr. Rosser I. Blackwell** in order to devote his entire time to official duties. Mr. Blackwell was formerly connected with the store but for the last four years has been a traveling representative for D'Orsay perfumes. He has also acquired all of the stock of **Mr. James W. Boon,** giving him control of the corporation. Mr. Boon will remain with the store for a short time and will later engage in other business. **Mr. Marion Butler Melvin,** of Roseboro, for a number of years with Mr. J. C. Brantley's drug store in the Capital City, will be the registered druggist in the Boon-Iseley store. Mr. Blackwell made a great success with D'Orsay and the traveling men hate to give him up as a "Brother Knight of the Grip," but they are wishing for him much success in his new business venture.

Announcement has been made that **Mr. Luther White,** who recently accepted a position with Eli Lilly and Co., has sold his Wilmington drug store, located at 10th and Grace Sts., to **Messrs. William Niestlie and K. H. Jones.** The pharmacy will be operated under its present name, the City Drug Co. Mr. Jones was connected with the Speer Drug Co. in Wilmington for five years, while Mr. Niestlie, the self-styled "Venus Fly Trap Crank," is well known and beloved by hundreds of friends throughout the Carolinas. He has been a member of the State Association continuously since 1887 and will be on hand to greet those attending the 52d annual convention!

There will be dancing at Lumina every night during the convention—music furnished by the Duke University Orchestra. Lumina is one of the largest and finest dance pavilions in the South.

Mr. Richard Odom, of the A. and O. Company, of New Bern, is back on the job at Joe Anderson's Drug Store after a very successful season selling A. and O. for colds. The firm has already started manufacturing A. and O. for next winter, and if it has had as large an increase in sales this winter as last, it will be pretty busy all the summer getting a stock ready for the winter trade.

Golfers, attention: Don't forget to bring your clubs to the Wrightsville convention for we are going to have a tournament on Thursday afternoon. Mr. "Jimmy" Wade, City Commissioner of Wilmington, has turned the Wilmington Municipal Golf Course over to us for the afternoon. This is a beautiful 18-hole Donald Ross course, and we are sure you will enjoy play-

ing on it. The Tournament will be match play with prizes for the foursome and also a prize for the "High Score." The course is located half way between Wilmington and Wrightsville Beach.

All Around the State

M. J. Leimkuhler, *Reporter*

Formal announcement has been made of the purchase of Grissom's Drug Store in Greensboro by **Messrs. A. Coke Cecil** and **Lon. D. Russell.** The store is located at 310 S. Elm St. and is now under the active management of Mr. Russell, who has been with the Cecil store in High Point for three years. The business is being operated as the Cecil-Russell Drug Co. **Mr. George Markham,** of Jackson Springs, and more recently with Herndon's Pharmacy and the Carolina Pharmacy, both of Greensboro, is in charge of the prescription department.

Mr. H. F. Coble, of the O. Henry Drug Stores in Greensboro, has let a contract for the fixtures and fountain for his No. 1 pharmacy, which was destroyed by fire early in January. The fixtures will be furnished by the Georgia Show Case Co., of Montgomery, Ala., while the fountain will be purchased from Messrs. Robert M. Green and Son, of Philadelphia. The O. Henry No. 1 store is being rebuilt at the old site at 121 S. Elm St. at a cost of approximately $25,000. The opening will be held about July 1st.

Just as the JOURNAL goes to press word is received that Governor Gardner in naming a complete personnel for the North Carolina Board of Health has appointed Mr. John A. Goode, of Asheville, as the pharmaceutical representative on the Board. This last minute notice leaves us without space to give wider publicity to this appointment. We can say, however, that druggists collectively will be pleased that pharmacy is again to be represented on the Board and that they will be ably served by Mr. Goode.

General News Items

Mr. F. H. Scroggs, for the past several years with Tarkenton's Pharmacy in Wilson, on April 20 accepted a position as manager and prescriptionist for Purcell's Drug Store in Statesville.

The Rutherford County Druggists Association will hold its annual banquet at the Iso Thermal Hotel in Rutherfordton on the evening of June 3rd. The invitation states, "We want you to come and bring your wife, sweetheart or some other druggist. We hope to have another good time. No long dry talks."

Mr. L. B. Ring, for the past twenty years pharmacist for Aaron's Pharmacy in Mount

In the Surf—Wrightsville Beach has "the finest bathing strand along the Atlantic Coast."

Olive, is undergoing treatment for rheumatism at the Duke Hospital in Durham. His many friends wish for him a speedy recovery.

Visitors to Wilmington during convention week will be interested to see the extensive alterations **Mr. L. S. Saunders** is making in his drug store. Contracts have been let amounting to $9,000. New fixtures will be furnished by the Morrison Fixture Co., of Statesville. The Saunders Drug Co. employs 23 people.

The latest issue of **The Polar Line**, published by Robert M. Green and Sons, carries a double page spread in the center of the pamphlet of "Some North Carolina Fountains by Green." Cuts are shown of the O. Henry Drug Store in Greensboro; Herring and Etheridge in Oxford; the Purcell Drug Co., in Statesville; Thrower's Pharmacy in Southern Pines; and the Jones Drug Co. in Lexington.

The Central Cut Rate Drug Store is a new pharmacy for Gastonia. It is located in the Groves Building and is owned and managed by **Messrs. Plato Durham** and **W. F. Michael**, respectively.

Mr. P. A. Hayes, popular head of the Justice Drug Co. in Greensboro, ran for his first public office in the Gate City Municipal elections on May 5. He not only led the councilmanic ticket in the election, but when the new council held its first meeting a few days later he was chosen mayor pro tem. Congratulations to the Gate City—it has elected a good man, who will hold down his job to the satisfaction of everybody concerned.

Mr. H. H. Robinson, registered pharmacist, is now the proprietor of a drug store in Elizabethtown. He has purchased the N. McK. Bryan Drug Store in that town.

The Port of Wilmington
The City of Wilmington Will Welcome the Convention Most Cordially.

Mr. C. C. Layton, his wife and two daughters, one five years and the other three months, were rescued by highway workers from probable drowning when an automobile in which they were traveling en route from Raleigh to Morehead City struck a bridge and plunged into a creek near Kinston. The car landed upside down.

The O'Hanlon-Watson Drug Co., of Winston-Salem, was host recently to the druggists and drug salesmen of Winston-Salem and nearby sections at a banquet at the Forsyth Country Club. **Mr. H. O. Patterson,**

of Des Moines, spoke on "Salesmanship as Applied to the Drug Business."

North Carolina Board of Pharmacy

The next meeting of the North Carolina Board of Pharmacy for the examination of applicants for license to practice pharmacy will be held in the Pharmacy Building at Chapel Hill, N. C., June 10, 1931, at 9:00 a.m. Applications for the examination should be filed with the Secretary not later than ten days before the date of the examination.

For blanks or information write to

F. W. HANCOCK,
Secretary-Treasurer,
P. O. Box 910, Oxford, N. C.

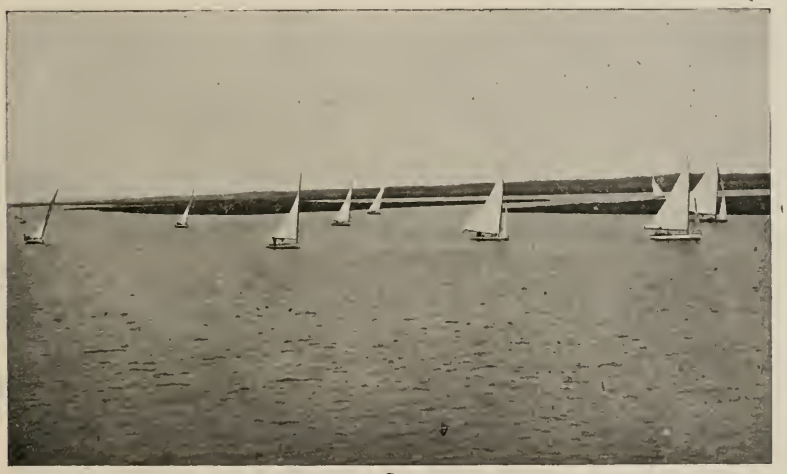
ing scholarship to be awarded each year to some worthy student. The plan should meet with a happy and generous response."

(Signed) CLYDE EUBANKS.

Recent Incorporations

The Brown Drug Co., of Goldsboro. To operate a general retail drug store. Authorized capital stock, $10,000. Subscribed stock, $2,000. By **Messrs. J. F. Brown**, of Kinston; **L. H. Waters** and **Claude H. Brown**, of Goldsboro.

Wiggins Drug Store, of Rocky Mount. Authorized capital stock, $10.000. Subscribed stock, $10,000. By **Messrs. C. B. Britt, W. W. Wiggins**, and **W. F. Caudell**, of Rocky Mount.



Sail Boating is a Popular Sport at Wrightsville

The Howell Memorial

"I was glad to learn that a committee had been appointed and plans formulated to establish an appropriate memorial to the late Dean E. V. Howell. I think it is exceedingly appropriate for the Alumni of the School of Pharmacy of the University and friends to establish a suitable memorial to commemorate the career of a man who gave thirty-four of the best years of his life to the cause of pharmacy. I trust both forms of memorials mentioned by the committee may be provided—viz., an oil painting to be placed in Pharmacy Hall and a perpetuat-

Wiggins Cut Rate Drug Store, of Henderson. Principal Office, Henderson. Authorized capital stock, $10,000; subscribed stock, $10,000. By **Messrs. W. W. Wiggins** and **W. F. Caudell**, both of **Raleigh**, and **C. J. Wartman**, of Henderson.

Greensboro Pharmacy Leases New Site

The Stratford-Weatherly Drug Co., of Greensboro, on May 9 secured from the Jefferson Standard Life Insurance Co. a long-term lease on one-half of the former location of the Atlantic Bank and Trust Co. in the

Jefferson Standard's 17-story home office building at the intersection of N. Elm and W. Market Sts. The part of the building leased has a frontage of 31 feet on Elm St. and 80 feet on Market St. In addition to the main floor the lease covers the basement and a mezzanine floor. It is reported that the Jefferson Standard will spend approximately $20,000 in remodeling the drug store's new home. The work should be completed in about 60 days. **Messrs. A. E. Weatherly** and **Parke C. Stratford,** the proprietors of the pharmacy, are planning to install modern fixtures throughout the store. The prescription department will be located on the mezzanine and on the main floor, with modern equipment and a particularly large stock of biological products. Fixtures will be furnished by the Morrison Mfg. Co., of Statesville. The company has purchased a new soda fountain, about 30 feet in length, from the Liquid Carbonic Co., of Chicago. Equipment will include modern steam tables, cold lunch and sandwich facilities, and a luncheonette service. The Lipman organization at Beloit, Wis., will install a modern mechanical refrigerating unit. Enlargement of the present Nunnally candy department and factory branch agency is contemplated. The location which has been secured by Stratford-Weatherly is considered one of the best in the State. Further announcements about the opening will be made later.

Dr. Pepper Co. Opens N. C. Office

The Dr. Pepper Bottling Co. has recently established headquarters in Greensboro for the sale and distribution of their carbonated beverage. **Mr. C. A. Blake** is manager of the office. He is a native North Carolinian, being originally from Durham. For the past several years, however, he has resided in Oklahoma City. The Dr. Pepper Co. is inaugurating an extensive newspaper advertising campaign and Mr. Blake states that he is greatly pleased with the reception of the company.

Stanback Medicine Co. Occupies New Home

On May 1st the Stanback Medicine Company, for many years of Spencer, moved into new quarters in the southern part of Salisbury on Highway No. 15. The new plant is located in the McCanless building at 1500 S. Main St. The building has ample floor space and gives the company splendid office and laboratory room as well as other conveniences with possibilities for continued expansion. The new plant will enable the company to increase immediately its output by a considerable quantity. The Stanback headache powders are now distributed by druggists and dealers over a large percentage of states in the Union. It employs a sales force of 15 men. **Mr. T. M. Stanback** is president and general manager of the company and **Mr. F. J. Stanback** is in charge of the sales department. The formula for the product was worked out by **Mr. T. M. Stanback** in 1910. Since May, 1911 the powders have been manufactured on a commercial scale and the business has grown steadily.

A June Afternoon at the Beach

Piedmont Topics

John K. Civil, *Reporter*

Mrs. J. B. Hunter, wife of the popular manager of the Boulevard Pharmacy, of Charlotte, was elected a member of the Charlotte School Board in the recent elections, leading the ticket of fifteen candidates.

Mr. F. D. Watkins, formerly with the Tryon Drug Co., of Charlotte, has accepted a position with Goode's Drug Store in Asheville.

The Walgreen Co., of Chicago, will open a store in Charlotte about June 10. It will be located on Tryon St.

There has been recently organized in Charlotte a new club which is proving of much value and interest. It is called the "Proprietor and Clerk Selling Club." The organization is for the purpose of promoting better feeling and sales ideas. Three meetings have been held. The following are the officers: President, **Joe Monroe**; Vice-President, **John K. Civil**; Secretary-Treasurer, **E. F. Rimmer**; and Chairman of the Clerk Merchandising Section, **H. W. Wohlford.**

The Charlotte Retail Druggists Association has also been reorganized recently with Messrs. **J. P. Stowe** as president; **R. F. Holland** as vice-president; and **E. F. Rimmer**, as secretary-treasurer.

In the organization of the two associations named above full credit should be given to **Mr. Walter Scott**, of the Scott Drug Co., who called the meetings and at two served a delightful supper at the Charlotte Hotel.

Kappa Psi Has Dance

The Beta Xi Chapter of the Kappa Psi pharmaceutical fraternity, located at the State University, gave an informal dance at the Hotel Wilrik in Sanford on the evening of May 8. The alumni members of the fraternity, the Phi Delta Chi (pharmaceutical) and Theta Kappa Psi (medical) fraternities were special guests. Music was furnished by a Burlington orchestra and the ballroom was decorated in fraternity colors. From forty to fifty couples enjoyed the dance.

Candy Manufacturer Host

Mr. Russell McPhail, widely known candy manufacturer, was host on the evening of April 22 at a delightful banquet at the O. Henry Hotel in Greensboro, with approximately 75 North Carolina and Virginia retailers of his products as his guests. **Mr. Garland Coble**, of the O. Henry Drug Stores in Greensboro, was toastmaster and several short talks were made. "The Sale of Candy" was the subject of a highly informative address by Mr. McPhail. **Mr. Ralph Alexander**, North Carolina representative of the McPhail company, was presented at the banquet. One of the features of the evening was a special McPhail candy display in the Green room of the hotel, this having been planned and executed by **Mr. F. D. Williams** of the O. Henry Drug Stores.

Editor Yearns for Good-Old Days

Louis Graves, editor of the Chapel Hill Weekly, writes as follows in the issue of April 10:

"An ice-shaver was essential equipment at a soda fountain when Henry Winston, the law professor, and I were boys in Chapel Hill. E. S. Merritt, generally known as Sampy Merritt, who ran the drug store, made sherbet by shaving the ice into a cup and then pouring in whatever fruit flavor the customer chose. I have besought Clyde Eubanks to get an ice-shaver and serve us the old-fashioned pineapple and lemon sherbets, but he laughs me to scorn. 'That's out-of-date, old-fogey,' he says. 'Nobody wants that stuff now.' But I am not convinced. Tastes and fashions go in cycles. For example: long skirts, short skirts, and then back to long skirts again. Maybe people would like the shaved-ice sherbet. They ought to. It's the best hot-weather refreshment a soda fountain ever produced.

"Mr. Merritt is the proprietor of the drug store out at Carrboro now, and he still has the old ice-shaver. The operator drops lumps of ice in at the top and turns a crank, and the shaved ice comes out at the bottom. Henry Winston went out one day this week and tried to buy the apparatus. Mr. Merritt almost agreed to sell it to him but then re-

considered. 'I don't use it any more,' he said, 'but I might need it some time if my other machine, the ice-cracker, got out of fix.'"

Back Numbers of Journals Wanted

The Library of the School of Pharmacy at the State University is very anxious to complete its files of pharmaceutical journals. Below are listed the journals needed. The Library will appreciate any assistance that can be rendered—even though only one journal can be supplied. We hope that some of our readers may be able to help and that any druggist having journals the University needs and who is willing to dispose of them will get in touch with Professor J. G. Beard at once. Note the list carefully:

The American Druggist: Vols. 1-12 (1871-1883) inclusive; Vols. 20 (1891), 21 (Jan.-June, 1892), 22 (1892), 24-25 (1894), 32 (Jan.-June, 1898), 52 (1908), 56-57 (1910), 59 (July-Dec., 1911), 60 (1912); Vols. 62-67 (1914-1919). Also the following single numbers: Vols. 68 (Jan.-July, 1920), 75-76 (April, June, July, Oct. 1927), 77 (April, 1928), 78 (Dec., 1929), 79 (Sept., 1930).

The Chemist and Druggist: Vols. 1-6 inclusive; 78-96 (1911-1921; Jan.-June, 1922); 98 (Jan.-June, 1923). Also the following single numbers: Vols. 102 (Nos. 21, 26); 103 (9, 16).

Merck's Report: Vols. 1-3 (1892-1894); 25-26-27 (1916-1918). Also the following single numbers: Vols. 6 (Feb. 1, 1897); 7 (June 15, Sept. 1, 1898); 11 (Feb. 1902); 12 (Sept., Oct., Nov.); 19 (Sept., 1910).

The Pharmaceutical Era: Any numbers prior to 1915.

The Pharmaceutical Journal: Vols. 88-89 (1912); and any numbers since July 1, 1920.

The Practical Druggist: Any numbers prior to 1921.

The Southeastern Drug Journal: Vol. I, No. 4 (Feb., 1927).

Engagements

Announcement is made of the engagement of Miss Rebecca Smart and **Mr. Charles M. Williamson,** both of Concord, the wedding to take place in June. Mr. Williamson is originally from Parkton and is a graduate of the State University. For several years he was with the Belmont Pharmacy, of Charlotte, but for the past twelve months has been with the Gibson Drug Store, of Concord. *The Greensboro Daily News* recently carried a photograph of Miss Smart.

One of the Many Beauty Spots in Wilmington

The Carolina Journal of Pharmacy

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AT
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The 1932 meeting of the North Carolina Pharmaceutical Association will be held at High Point, the time to be announced later.

1931 GRADUATING CLASS OF U. N. C. SCHOOL OF PHARMACY

Reading from left to right the graduates are: Bottom Row: L. G. Barefoot, Four Oaks; O. L. Umstead, Durham; P. L. Thomas, Erwin; E. P. Cahoon, Columbia; R. G. Kale, Catawba; D. W. Bell, Washington, D. C.; L. F. Parrish, Smithfield. Top Row: C. L. Clodfelter, Thomasville; L. E. Scoggin, Jr., Louisburg; J. A. Weaver, Olin; K. W. Huss, Cherryville; B. C. Brown, Elkin; B. B. Forrest, Hillsboro; R. B. Bolton, Rich Square; T. W. Gordon, Hillsboro; R. P. Craig, Stanley.

THE CLASS OF '31

The students pictured on the opposite page graduated from the School of Pharmacy at the University of North Carolina on June 9 and hence have finished writing the first chapter in their important Book of Life. The JOURNAL not only congratulates these boys upon their college success but wishes for them full, free opportunity for developing their natural gifts in the work they will now go forth to do.

We believe that a study of the faces in the photograph will disclose that the class as a group is made up of qualities that will do credit to pharmacy. These graduates are leaving the University with high hopes in their hearts and are possessed of ideals that they would like to translate into terms of helpfulness as they "carry on" in their selected field of effort. This is not to say that they are expecting rose strewn paths to tread or that they believe the mere possession of a college degree and a license to practice give them any sort of inherent right to success. Instead it means that they are going into the fight with the right spirit, determined to give their best in the battle, and are, therefore, entitled to even breaks and to a chance to prove the stuff of which they are made. The editor has had the privilege of working with these boys for three years and he watches them leave his class room with a feeling of profound regret. In all sincerity he can recommend this Class of '31 to the State of North Carolina in the honest belief that the State has made a sound investment in staking its money in preparing them for a career of usefulness.

Messrs. D. W. Bell and K. W. Huss, pictured in the group on the opposite page, received the degree of B.S. in Pharmacy. The other members of the group were awarded the degree of Ph.G. Mr. C. D. Beddingfield, of New York City, not shown in the group, was awarded the degree of Ph.G. *in absentia,* the award being made as of 1921.

Word has just been received that each one of these graduates passed the State Board of Pharmacy on June 10-11 and that Mr. R. G. Kale led the entire State Board class with the highest general average.

EDITORIAL SECTION

J. G. BEARD, *Editor* Chapel Hill, N. C.

The Program and Policy of the School of Pharmacy

The following editorial is written with the thought and the hope that the School of Pharmacy at the State University has a prominent place in the mind and heart of every pharmacist in North Carolina. Written also in the belief that since it was founded for and is conducted in the interests of the drug business of this State that all of its developments and policies rightfully claim and need the attention of those people for whom it was created to serve.

Shortly after the death of the greatly loved Dean Howell, President Graham asked Professor J. G. Beard to serve as Acting Dean of the School until the Trustees could name a permanent head. In April of this year the Trustees appointed Professor Beard to direct the School in the capacity of Dean. His first move was to secure the services of Mr. Ira W. Rose, of Rocky Mount, as Associate Professor of Pharmacy. In Prof. Rose the School possesses a teacher who is trained in the finest way for the practical courses that he is to teach. Prof. Rose graduated from the School in 1906 and for many years has owned and operated one of the best drug stores in Eastern North Carolina. A member of the State Board of Pharmacy for many years, a man who did not stop studying when he left college, Prof. Rose is through inclination, aptitude and experience admirably equipped for his new duties. The School and the University are proud of having acquired this new staff member.

Another appointment is that of Dr. H. M. Burlage as Professor of Pharmacy who will take over the teaching work of the late Dean Howell. Prof. Burlage graduated from the University of Indiana with the degree of A.B. He then took his B.S. in Pharmacy from Purdue University, following which he gained a Master of Science degree from Harvard University, and the degree of Ph.D. in Pharmacy from the University of Washington. Dr. Burlage taught at Washington for a year after graduation, then was for two years in the School of Pharmacy at Oregon State College, and last year was back again at Purdue University in which he secured his first pharmacy training and near which he was born and raised.

The fourth member of the staff is Prof. M. L. Jacobs who needs no introduction since he has been with the school since 1926 and is well known to the druggists of the State.

The School of Pharmacy is fortunate in possessing the sympathetic interest of the University administration. Every effort will be made by the administration to support the School in every phase of its activities. President Graham senses the needs of the pharmacy department and is determined that in so far as his office is concerned the School will advance as fast as the quality of its work entitles it to go.

A final word now about policy. The School of Pharmacy has set for itself three aims.

First, it is determined that the instruction given students shall be of a character best suited to modern conditions and shall be of the personal sort that sees in each student a different and a human individual who must be handled according to his particular qualities and abilities. *Friendly interest is going to be the dominant note in the relationship of every faculty member to every student.*

Second, the School authorities believe that in order to make the department function to the best advantage it must have the sympathetic support of the State Board, (whose advice will be helpful), the State Association (which really brought the School into

existence), and the practicing druggists of the State (to whom the School belongs and for whom its service is dedicated).

Third, the School is ambitious to achieve national recognition that will give it and its graduates a prestige not only in this State and section but throughout the country. This third aim, however, is subordinate to the first two and is to be achieved—if it is achieved—only after the first two are satisfied. The School must first serve its students and serve them well, then be of the greatest helpfulness to the constituency it was organized to aid, and finally try to step beyond state boundaries and measure up to the finest national standards. In seeking these goals the School will have the unstinted moral support of the University administration; its faculty will dedicate their energies, their talents, and their finest endeavor to meet their responsibilities; finally, we like to hope, the School will work its way into the hearts of North Carolina pharmacists and from them receive the sort of sympathetic support that is absolutely essential if the program is to be translated into accomplishment.

The Four-Year Pharmacy Course

Beginning in the fall of 1932 every school holding membership in the American Association of Colleges of Pharmacy (and all of the better schools in the United States except those in New York belong) will offer a minimum four-year course for all students expecting degrees. This fall, therefore, is the last time when registration for a three-year course will be allowed.

There are some druggists who contend that four years of college are too much to require of boys who expect to practice pharmacy. Such contention is based, however, on two false premises. In the first place it is not fair to assume that pharmacy is going to remain an over-commercialized form of retail buying and selling and cannot advance and improve its methods. Pharmacy is what it is because there are too many pharmacists engaged in the work. With higher requirements for practice existing all over the country it is only a question of time until the personnel of pharmacy becomes reduced to the point where each licentiate will have a larger, greater sphere of trade and can in consequence become more professional in his activities. No attempt is made to belittle merchandising when we say that almost every druggist would prefer to do more of the sort of thing he was licensed to engage upon—namely the dispensing of drugs and the selling of sick-room accessories. If the four-year course reduces the number of pharmacists annually licensed this fact alone will justify the added year of training. But we should not forget a second point.

Like all other professions or trades pharmacy cannot stand still. It must either progress or fall behind. This suggests the query "How can it progress?" The answer is found in the reason underlying the progress made in medicine, dentistry, law, engineering, etc. These professions are marching forward to greater usefulness, greater prestige, almost entirely because of higher educational requirements demanded for their successful practice. A physician, dentist, lawyer, or engineer must nowadays be a thoroughly trained product. Six years in college and at least one year of internship are required of doctors. Dentists, lawyers, and engineers must spend a minimum of four years in college if they are to be on a parity with their fellows. As the requirements in these professions have advanced the financial rewards and prestige have increased accordingly. As the selective processes have become sterner the men who have met the tests have been of increasing credit to their form of practice and the contributions they make to society have steadily improved in amount and in quality. The same sort of processes are soon to be set in motion for pharmacy and who has the right to say that the results will be less encouraging for the profession itself, for the practitioner, and for the public? If the experiment is a failure it will fall through sheer weakness; if it is a success then persons even of closed minds must rejoice.

Colleges of pharmacy face a clear cut challenge. They are expected so to shape their curricula and so improve their teaching methods as to justify in the form of superior products the increased length of

time they are asking students to remain under their tutelage. They claim that they need four years for the job—and their belief springs from earnest thinking and intelligent analysis. They may be wrong but they may be right. Why not give them a wide-open opportunity to justify their faith?

The National Associations of Boards of Pharmacy has approved the four-year course. At least two states have by legal enactment made the minimum four-year course mandatory of applicants for license. The American Pharmaceutical Association, composed of the best minds in pharmacy, has set its seal of approval upon the new plan. The Middle West has been trying out the course for two years now and is pleased with its results. All that anybody asks or can ask is that the four-year scheme of study be given a fair chance to prove its merit. Let's not try to break it down with ridicule, let's not say either that pharmacy is sufficient in its present ways or that it has not potentialities of a brilliant future. Let us instead seek diligently, earnestly, intelligently so to chart the course of pharmacy as to allow it (unhindered by prejudice) to reach its sphere of greatest usefulness—an asset to society and a source of pride and pleasure to its every practitioner.

A Sore Subject and the Last Word About it

So much has been written and said about the recent marathon session of the Legislature that we hesitate to add another syllable concerning it but for purposes of record we feel compelled to put into print a short statement in reference to the part the N. C. P. A. played during the hectic days that marked the 1931 meeting of the General Assembly.

It is not the purpose of the JOURNAL to claim that all of the credit of killing the medicinal whisky bill and the several measures that embodied sales tax features belongs to the Association, but we do feel safe in asserting that had it not been for the Association and its able attorney, Mr. F. O. Bowman, we would now find the sale of prescription whisky legalized in North Carolina and druggists would be affixing revenue stamps to satisfy the provision of the so-called Luxury Sales Tax Bill. Other measures than these were prevented from enactment through the influence of the Association but these two victories were so worth while, so notable, that we will rest the case on these results since they received such wide publicity as not to need description. If every druggist in North Carolina could have followed legislature developments as the editor followed them the Association would almost immediately find its roll of members representing 100 per cent. of the pharmacists of this State. No druggist can truthfully say that his interests were not protected at Raleigh and if each one of them will make a careful investigation of the happenings that occurred, then each will be forced by gratitude to support the organization that so ably fought for him.

The Howell Hall of Pharmacy

At the June meeting of the Board of Trustees of the University of North Carolina, President Graham recommended that the pharmacy building at Chapel Hill be renamed the Howell Hall of Pharmacy as a memorial to the man who inaugurated the School and who for thirty-four years directed its destiny. The trustees unanimously approved President Graham's recommendation and shortly there will be placed over the entrance door of the building a new name plate properly inscribed in accordance with the trustee action.

The Howell Memorial Fund

Shortly after the death of Dean Edward Vernon Howell on Feb. 14 a movement was inaugurated to set up some form of serviceable memorial that would on the one hand serve as a fitting tribute to a splendid career and on the other be an agency of helpfulness as long as the School of Pharmacy exists at the State University. This movement gained its primary impetus from the generous gift of Mr. Lester A. Reeves, of Washington, D. C., who was a student under Dean Howell twenty years ago. Mr. Reeves gave to the fund the sum of five hundred dollars to be used as the University saw fit

(Continued on Page 248)

THE T. M. A. PAGE

STERLING L. HUBBARD, *Editor* Box 270, Reidsville, N. C.

Fellow-Members of the T.M.A., when you receive this issue of the JOURNAL and read this page another T.M.A. year will have passed into history. For the good things that we have accomplished in the making of a better T.M.A. let us all be proud. Of course, mistakes have been made, especially by your editor of this page, but by these mistakes let us profit and strive ever onward for a greater and better Auxiliary. It can be done. To those of you who have co-operated so magnificently with me in my feeble efforts to serve the T.M.A. acceptably I extend my sincerest thanks. And may I bespeak for your newly elected officers that same excellent co-operation. To those of you who have failed to do your part, who have failed to co-operate in any way, I want to say that I am sorry that my efforts were not acceptable to you and that I could not inspire in you a desire to be a 100 per cent. member of T.M.A. Let me offer to you the suggestion that you try for awhile co-operating with your new officers and see just how good it makes you feel; see just how much more interested you will be in your Auxiliary and in the N.C.P.A. And when another T.M.A. year shall have passed and gone you will find yourself looking forward eagerly to the convention for you will know that you have done your share to make T.M.A. a success and your officers can verily say unto you "Well done, enter thou wholeheartedly into the joys of T.M.A."

It is with pleasure that I can say to you that **R. D. Heist,** Colonial Apts. or P.O. Box 1098, Wilson, is again a full fledged member of T.M.A. Many of you know Heist—he's a good fellow and sells those very famous products of Parke, Davis and Co. Welcome, Heist, old pardner.

I want to introduce to those of you who do not know him, **I. J. Hunter,** who represents E. J. Branch and Sons, makers of a very fine line of popular priced candies. "I. J." travels four states, but chose the North Carolina T.M.A. with which to place his membership. His post office address is Box 639, Salisbury. Give him a hearty welcome, fellows.

The entire Auxiliary extends deepest sympathy to **H. Floyd Coble,** of the O. Henry Drug Stores, Greensboro, in the recent death of his mother. She lived to the ripe old age of 82, having celebrated her birthday on the Saturday before her death.

Your editor, whom all of you know sells Norris candies, has recently had practically all of South Carolina added to his territory, but he has given up the northeastern portion of North Carolina. While I write this page I am in South Carolina and I find that these people down here like Norris as well as they do in North Carolina. I thank you!

To the new officers of the N.C.P.A. and the T.M.A., greetings! And may your administration for the year 1931-1932 be a most successful one, and may all the good things that I am sure you plan for come to pass successfully.

I just wonder if any of you have gone home off the road some week-end this summer and had the same experience that a friend of mine told me about a few days ago. Mr. and Mrs. Newlywed moved next door to him just about garden planting time and decided to plant a garden. As many of you know, when beans first come up they bring the seed bean with the plant and later shed it. Mrs. Newlywed, after anxiously watching the bean rows for a few days, was most delighted to see them all up in fine style one morning, but was horrified to find on closer inspection the beans showing. She immediately decided that the beans had come up backwards and very diligently set to work pulling them all up. She then replanted them with the beans back in the ground and was very proud of her work when her husband came to lunch.

LEGAL SECTION

FREDERICK O. BOWMAN, LL.B., *Editor* Chapel Hill, N. C.

Longest General Assembly in History Finally Adjourns

The 1931 General Assembly finally adjourned on May 27th, after having been in session for one hundred and forty-one days, eighty-one days over the Constitutional sixty-day term, and longer than any Legislature has ever sat in North Carolina. Despite the fact that the air is permeated with criticism and on the streets and everywhere one hears statements that the recent Legislature did nothing in the way of constructive legislation, that its members were morons together with many other absurd appellations, in the opinion of the writer the 1931 will go down in history as having enacted into law more constructive legislation than any law-making body in a generation, or in the history of the State for that matter. Likewise, it is doubted if a more sincere, courageous, conscientious, and able group of men have ever assembled at Raleigh than the membership of this Legislature. It is true, however, that this law-making body was confronted with the most difficult and baffling problems and situations, perhaps, ever faced by a North Carolina General Assembly. They were met with courage and conviction, and time will prove that the accomplishments attained will bring commendation rather than harsh criticism to those one hundred and seventy men who labored hard and long, under most trying conditions, for the future welfare of all the people of our Commonwealth.

Many measures and proposals were submitted directly affecting the drug business and those engaged therein, and in my annual report mention will be made of each of them. Herein, however, for lack of space, your attention is directed only to the two bills that were enacted into law, namely, The Hypnotic Drug Law and the Military Service Law, and to the changes made in the Revenue Act, increasing the soda fountain tax in the top schedules and placing a privilege tax upon both wholesale and retail merchants.

The Hypnotic Drug Law and the Military Service Law were published in full in the April issue of the JOURNAL. In the event any reader has misplaced this copy, upon request the writer will be glad to furnish a copy of each of the laws referred to. Both became effective upon ratification and every druggist should familiarize himself with the provisions of these new statutes.

The tax on soda fountain operators remains the same as heretofore, except a top bracket in section 144 imposing this tax was added, increasing the tax on such operators from $40.00 to $50.00 in cities of more than forty thousand population. This increase is wholly unfair for the reason that many soda fountain operators in our largest cities do less business than others in the smallest towns of the State. Every effort was made to keep the increase from being made, but it simply could not be done. In fact, we tried to get a reduction in all of the higher brackets of the soda fountain section but were unable to make any headway.

A new section—164—was added to the Revenue Act which for the first time imposes a tax upon wholesale and retail merchants. It is a privilege or license tax based upon the gross sales of all such merchants. The tax amounts to approximately 1-10 of one per cent. It was imposed for the purpose of raising for the state what was thought to be the equivalent or thereabouts of the amount of the decrease in ad valorem taxes to Counties, resulting from the State taking over the maintenance and operation of the six months school term, except for the amount raised by the 15 cent levy by

the Counties. Although the provisions of the Merchants License Tax law was carried in the April Issue of the JOURNAL as enacted into law, with few changes, some of our members appear to be unaware that a privilege tax was incorporated into the Revenue Act enacted into law on the last day of the Legislative Session. For this reason and in order that all retail druggists may have this law before them, we are carrying below the new Merchants License law in full.

Merchants License Tax Law

"Sec. 164. That in addition to the tax imposed by Section 162 or by any other section of this act, or by any other statute, there is hereby imposed a license tax at the rates and upon the terms as hereinafter in this section set out upon wholesale and retail merchants for the privilege of opening, establishing, operating, and/or maintaining any store, stores, mercantile establishment, place or places of business for the purpose of selling goods, wares or merchandise at wholesale or retail in this State.

(a) DEFINITIONS.

As used in this section—

1. The word "merchant" shall mean and include any individual, firm or corporation, domestic or foreign, selling goods, wares or merchandise at wholesale or retail, except those actually engaged in gardening and farming and selling garden and farm products raised by them in this State.

2. The words "wholesale merchant" shall mean and include every merchant who engages in the business of buying any articles of commerce and selling the same to other merchants for resale.

3. The words "retail merchant" shall mean and include every merchant who engages in the business of buying articles of commerce and selling the same at retail.

4. The words "gross sales" shall mean and include all the sales of all the goods, wares, and merchandise made by any wholesale or retail merchant at any one store, mercantile establishment or place of business conducted and controlled by such merchant; provided, however, that the word "gross sales" as used in this act shall not mean or include sales of guano or fertilizer made either at wholesale or retail.

(b) It is not the purpose of this section to impose a tax upon the business of producing, manufacturing, mixing, blending, or processing any articles of commerce, or upon the sale of such articles of commerce by anyone who engages in the business of producing, manufacturing, mixing, blending, or processing, but shall apply to anyone engaged in either of these businesses if, and to the extent that, articles of commerce are bought and sold in connection with such business in substantially the same form in which they are bought.

(c) Gross sales shall be reckoned at the price at which such sales were made, whether for cash or on time, and if on time, the price charged on the books for such sales, without any allowance for cash discount, and shall be reported as sales with reference to the time of delivery to the purchaser. Accounts found to be worthless and actually charged off for income tax purposes may at corresponding periods be deducted from gross sales, insofar as they represent taxable sales made after June 1, 1931, and to be added to gross sales if afterwards collected.

(d) When in the sale of a new article, a second-hand or used article is taken in part payment, the sale of the new article shall be reported at the full gross sales price. The resale of the second-hand or used articles, taken in part payment of the new articles or the resale of articles repossessed by the vendor, may be excluded from gross sales taxable under this act if separate record is kept of all such transactions in such manner as may be prescribed or approved by the Commissioner of Revenue.

(e) TAX IMPOSED.

The privilege or license tax imposed by this section shall be at the following rates for each six months or half yearly period:

When the total gross wholesale sales of such merchant for the preceding six months or half-yearly period at each place where such business has been carried on has been:

Not more than $50,000	$ 12.50
More than $50,000 and not more than $125,000	25.00
More than $125,000 and not more than $250,000	50.00
More than $250,000 and not more than $375,000	150.00
More than $375,000 and not more than $500,000	200.00
More than $500,000 and not more than $625,000	250.00
More than $625,000 and not more than $750,000	300.00
More than $750,000 and not more than $875,000	350.00
More than $875,000 and not more than $1,000,000	400.00

When the total gross retail sales of such merchant for the preceding six months or half yearly period at each place where such business has been carried on has been:

Not more than $5,000	$ 5.00
More than $5,000 and not more than $12,500	12.50
More than $12,500 and not more than $25,000	25.00
More than $25,000 and not more than $50,000	50.00
More than $50,000 and not more than $125,000	125.00
More than $125,000 and not more than $250,000	250.00
More than $250,000 and not more than $375,000	375.00
More than $375,000 and not more than $500,000	500.00
More than $500,000 an additional tax of $250.00 for each $250,000 or major fraction thereof, of such gross retail sales.	

(f) Every merchant as defined in this section shall, within the first ten days of the month of December, 1931, and within the first ten days of the months of June and December thereafter, make report to the Commissioner of Revenue of such Merchant's gross sales for the preceding six calendar months. Such reports shall be made upon forms prescribed and furnished by the Commissioner of Revenue. If the business is owned by an individual, such report shall be signed by the owner or manager; if owned by a partnership, by one of the partners or manager; if owned by a corporation, by a responsible officer of the corporation; and such report shall be sworn to. Beginning with June 1, 1931, it shall be the duty of every merchant to keep a record of sales conforming to the form of report by this section required to be made, and that will provide for a sufficient and accurate record of sales for every merchant, and such record shall not be destroyed for a period of three years or until checked and approved by a representative of the Department of Revenue. The Commissioner of Revenue may cancel the license of any merchant for failure to comply with the provisions of this section and may invoke any other penalties imposed in this act for violation of its provisions. It shall also be the duty of every merchant to keep a complete file of all invoices for a period of three years or until checked by a representative of the Department of Revenue.

(g) The taxes imposed by this section shall be first payable on or before December 10, 1931, and on or before the 10th day of June and December of each year thereafter. Upon the payment of such privilege or license taxes at each half-yearly period as provided for in this section the Commissioner of Revenue shall issue to the taxpayer a license in form to be prescribed by him, covering and authorizing the conduct of such business by such merchant for the next successive six months.

(h) The license taxes imposed by this section shall be and are of the same nature as those imposed by this article of the Revenue Act. It shall be unlawful for any merchant, subject to the provisions of this section, to engage in the business of selling goods, wares and merchandise in this state without procuring the license and paying the taxes at the time or times and in the amount or amounts as imposed in this section. The validity of the license issued by the Commissioner of Revenue under this section shall at all times be contingent upon compliance with all the provisions of this section as to accurate reports of gross sales and payment at each half-yearly period of the tax levied in this section on the merchants subject thereto.

(i) Every merchant who fails to make the report required by this section within the time specified, or who fails to make remitance of the amount of the tax due and payable, or who shall make a false report, shall be liable for a penalty equal to the necessary expense of travel and per diem of a representative of the State Department of Revenue who shall be assigned to investigate such violation and to secure a correct report of sales and settlement of tax, and, in addition, every person, firm or corporation violating the provisions of this section shall be guilty of a misdemeanor, and upon conviction, shall be fined or imprisoned in the discretion of the court.

(j) It shall be the duty of the Commissioner of Revenue to administer this section and to have made a check of the books and records of every taxpayer under this act in such manner and at such periods as in his judgment may be necessary to secure a full and complete observance of the provisions of this section, and to this end the properly accredited representatives of the Commissioner of Revenue shall have the right to examine any of the books and records of every such taxpayer. If within a period of three years after the payment of the tax under this section it is found that any taxpayer has paid a tax in excess of the correct amount levied in this section, a refund of such overpayment shall be made by the Commissioner of Revenue; and, if it is found that an underpayment of the tax levied in this section has been made, the additional tax shall be collected, with interest at the rate of six per cent. The collection of underpayment of taxes shall be limited to a period of three years from the time such tax is due, but this limitation shall not apply to the assessment of additional taxes upon fraudulent returns. If such an additional assessment is contested, the taxpayer shall have thirty days in which to be heard and file exceptions to such additional assessment, whereupon the Commissioner of Revenue shall pass on any objections or exceptions made and determine the amount of tax, interest, and penalties, if any and such amount shall be due within ten days after notice thereof.

(k) No county, city or town shall levy any privilege or license tax under the provisions of this section, but this prohibition shall not limit or affect the right of any county, city or town to levy privilege or license tax as permitted under any other section of the Revenue Act or other statute.

EDITORIAL SECTION

(Continued from Page 244)

so long as it was employed to help perpetuate the memory of a man he loved and admired. A committee composed of Professors Wm. deB. MacNider, W. C. Coker, W. W. Pierson, J. G. Beard (Chairman), and Mr. F. O. Bowman was appointed by President Graham to administer this gift and any other sums that might be donated for the same purpose.

The Committee decided that it would attempt to raise one thousand dollars in addition to the amount given by Mr. Reeves and by using the interest from this sum establish a permanent scholarship that would annually pay the tuition of some needy and meritorious pharmacy student. Letters were mailed to former students and friends of Dean Howell requesting that they give according to their means and inclinations to the Howell Memorial Fund, sending all contributions directly to the Treasurer of the University (J. A. Warren) for deposit in a special endowment account.

This appeal was sent out at a time of financial stringency and it was only natural, perhaps, that less than two hundred dollars represented the response to the request. The Committee has, therefore, not quite reached the half way point in its goal and it takes this means of saying that if there are any persons who would care to contribute to a cause that is both a memorial and an agency of service the contributions may be paid in installments, may be as small as one dollar, or even pledges of later gifts will all be appreciated. In no case, however, will the Committee seek by any intensive plan of salesmanship to sell the plan to anyone. Donations must be voluntary. Any attempt to coerce any one to support the movement would violate the whole spirit and purpose that prompted Mr. Reeves to make his donation and the Committee's desire to pay a simple honor to him who in life earned honors and who in death holds an affectionate place in the memories of those who were privileged to know him well.

HAPPENINGS OF INTEREST

Alice Noble, *Editor* Chapel Hill, N. C.

State Board Holds Examinations

At the meeting of the North Carolina Board of Pharmacy held at Chapel Hill, June 10-11, to examine candidates to practice pharmacy, the results show that the following applicants have been awarded license as registered pharmacists: **L. G. Barefoot**, Four Oaks; **D. W. Bell, Jr.**, Washington, D. C.; **R. B. Bolton**, Rich Square; **B. C. Brown**, Elkin; **R. G. Kale**, Catawba; **A. A. Koonts**, High Point; **E. E. Merrill**, Southern Pines; **L. F. Parrish**, Smithfield; **W. R. Perry** (Col.), Henderson; **L. E. Scoggin, Jr.**, Louisburg; **P. L. Thomas**, Erwin; **O. L. Umstead**, Durham; and **J. T. Usher**, Greensboro.

In addition, the following applicants were granted license as assistant pharmacists; **L. E. Barnhardt**, Charlotte; **H. A. Barringer**, Charlotte; **R. M. Brame, Jr.**, North Wilkesboro; **C. M. Brooks**, Monroe; **M. L. Cline**, Lenoir; **H. M. Dellinger**, Stanley; **A. E. Denton**, Newland; **C. W. Hales**, Rosemary; **W. M. Feaster** (Col.), Wake Forest; and **H. R. Simmons**, Goldsboro.

By reason of having made the highest grades, **Mr. R. G. Kale**, of Catawba, has the distinction of leading the class of candidates for this year. Mr. Kale graduated at the School of Pharmacy of the University of North Carolina this year. He had his drug store experience under the late **Mr. H. W. Harris**, of Catawba and Mocksville, who led the 1921 State Board class.

All five members of the Board were in attendance at the meeting, the new member, **Mr. W. L. Moose**, of Albemarle, presenting his commission from the Governor for a five year term beginning April 28, 1931.

News About the University

On April 27 the Xi chapter of the Rho Chi Honorary Pharmaceutical Fraternity initiated two students who have met the requirements for membership. They are **Messrs. R. H. Temple**, of Kinston, and **J. A. Weaver**, of Olin. Mr. Weaver graduated from the University in June with the Ph.G. degree, while Mr. Temple will receive the S.B. in Pharmacy degree in 1932. The Xi Chapter of the National Rho Chi Society was established at the State University in 1929. Membership in this organization is limited to pharmacy students who maintain a high scholastic average during two years of study and who in addition demonstrate qualities of campus citizenship that are of an outstanding character.

The 136th annual Commencement of the University was held June 6-9. The exercises began when the members of the graduating class observed the customary traditions of Class Day. The Commencement week-end continued with the baccalaureate sermon on Sunday, Alumni Day on Monday, and concluded with the final graduating exercises on Tuesday, June ninth. The week-end program of Commencement was arranged so that alumni could be in Chapel Hill a maximum of time and yet be away from home and work a minimum of time. **Rev. E. McNeill Poteat, Jr.**, pastor of the Pullen Memorial Baptist Church of Raleigh, preached the baccalaureate sermon, while **Claude G. Bowers**, widely known author and editorial writer delivered the Commencement address. Seventeen pharmacy students received their degrees—fifteen being awarded the degree of Ph.G., and two the S.B. in Pharmacy degree. Their names appear on page 240 of this Journal. The Lehn and Fink Gold Medal, given annually by Lehn and Fink of New York City, to a pharmacy student for excellence in research work, was won by **Mr. Kelly William Huss**, Cherryville.

In reviewing the achievements in the

School of Pharmacy during the past year mention should be made of the record of **Mr. Gilbert Clyde Hartis**, of Matthews. Mr. Hartis is a member of the rising senior class in the three-year course leading to the degree of Ph.G. During the past year he made a grade of "A"—Excellent, or between 95 and 100 per cent. on every subject required in the second year curriculum with the exception of one half course and he received the grade of "B"—Good, or between 90 and 95 per cent. in that subject. This is one of the best records ever made by a student in the School of Pharmacy. The work of Mr. Hartis has been outstanding ever since he entered college—his record for the first year of the course being almost as perfect as that for the second year. Before entering the University Mr. Hartis received four years apprenticeship training in the drug store of **Mr. L. H. Yandle** in Matthews, and he holds a position in this pharmacy, the Matthews Drug Co., during the summer months.

A.Ph.A. Meets This Month

The 79th annual meeting of the American Pharmaceutical Association and affiliated organizations will be held in the Hotel Columbus in Miami, Fla., July 27-August 1. The Dade County Retail. Druggists Association and the Florida Pharmaceutical Association have charge of the meeting and plan to make it an outstanding event. The Florida Association will hold its annual meeting in Miami during the same week. The program guarantees that every phase of pharmacy will be given attention at some session of the meeting, while the Florida pharmacists have mapped out a schedule of entertainment for every hour that will not conflict with the business sessions or with necessary rest. A five-day excursion to Cuba following the meeting has been arranged and the visitors will be entertained at several events by the Cuban Pharmaceutical Association.

General News Items

Mr. A. W. Clayton, of Roxboro, is now with the Five Points Drug Co., in Durham. He is making his home at 107 Geer St.

Mr. R. M. Prince, formerly with Eckerd's Drug Stores in Charlotte and Asheville, is now in charge of the Eckerd store in Greenville, S. C.

Mr. J. A. Underhill, of the Adams Drug Co. in Cary, wrote that he regretted very much not being able to attend the Wrightsville convention. Mr. Underhill took his vacation early in June and with a party composed of three physicians, attended the A.M.A. convention in Philadelphia. He reports a most enjoyable trip, but states that nothing will keep him away from the N.C. P.A. meeting in 1932!

The JOURNAL acknowledges with appreciation an invitation from the Trustees, Faculty and Graduating Class of the University of Pittsburgh to attend the annual Commencement on June 10, and a similar invitation for the Commencement exercises of the Detroit Institute of Technology on the evening of June 18.

The Wilson Drug Co., of Kernersville, has been incorporated with a capital stock of $50,000 and $700 worth of stock subscribed for by **C. R. S. Wilson, Rebecca C. Willson,** and **Robert F. Willson,** all of Winston-Salem.

In the recent municipal elections in Fayetteville **Mr. Warren W. Horne** was re-elected without opposition as a member of the city board of audit and finance.

Mr. W. W. Parker, Sr., Henderson druggist, attended the Southern Baptist Convention held in Birmingham early in May.

Messrs. W. D. Ellis, originally of Greensboro and now of Martinsville, Va., and **C. R. Hoggard**, formerly of Ahoskie and now of Richmond, Va., have been granted license to practice pharmacy in Virginia by reciprocity.

J. E. Hood and Co., of Kinston, has been incorporated. The authorized capital stock is $100,000 with $600 subscribed for by **Messrs. R. T. Hood, J. C. Hood,** and **S. L. Stough,** of Kinston.

Under the caption of "A Pair of Peaches," a picture of the two small children of **Mr.** and **Mrs. Edwin Bretney Smith** appeared in the *Asheville Citizen-Times* of May 17. Bretney, Jr., is 2 1-2 years old, and Mary Elizabeth is 8 months old. The

Smiths are living at 71 Tacoma Circle, Montford Hills, Asheville. Bretney is employed in the wholesale drug business operated by his father T. C. Smith, '94.'' *Alumni Review.*

We understand that a full postal service has been inaugurated in Goode's Drug Store in Asheville, known as Substation No. 1 of the Asheville post office. A part-time postal service has been available at Goode's for a number of years, but it was changed recently to full time to accommodate shoppers and business men.

Mr. J. S. Glenn, who has been with the R. A. Grimes Co., of Hickory, for a number of years, is now with the Thomas Drug Store at Sanford.

We understand that the Peele Drug Co., of Princeton, was recently destroyed by fire.

The JOURNAL offices were delighted to receive visits on June 2d from **Messrs. J. C. Ferrell** of the Peabody Drug Co., and **W. A. Burwell,** representative of Eli Lilly and Co.

Fire on May 19, originating in a room on the second floor in some old paper and books, did damage to the Dorsey building on S. Garnett street in Henderson, owned by the estate of the late **Mr. Melville Dorsey.** The stock of goods of the Dorsey Drug Co., owned by **Mr. E. G. Dorsey,** on the first floor of the building, was damaged to some extent by water and smoke.

Mr. J. C. Hord, who has been making his home in Maiden for the past several years, is now back at his old home in Shelby and is living at 511 N. LaFayette St.

Mr. E. E. Merrill, who has been with the Thrower's Pharmacy in Southern Pines for some time, is now with Bobbitt's Pharmacy, located in the Reynolds Bldg. in Winston-Salem.

Messrs. J. T. Dillehay, of Southern Pines, and **H. L. Pope,** of Winston-Salem, recently accepted positions with the Walgreen Drug Co. in Winston-Salem.

The Freeman Drug Co., of Burlington was named defendant in an involuntary bankruptcy proceedings filed in federal court recently by three creditors.

Brooks and Thomas is the name of a new pharmacy for Siler City with **Messrs. Frank Brooks** and **W. C. Thomas** as partners.

The following drug stores have recently made extensive alterations and improvements: the Burke Drug Co. in Morganton; the Standard Drug Co. in Asheboro; and the Marshall Pharmacy in Marshall.

Mr. G. W. Waters, Jr., proprietor of the Palace Drug Store in Goldsboro, writes that he was prevented from attending the Wrightsville meeting because he was ''in the midst of building.''

Mr. T. R. Carothers, who has been living in Winston-Salem, is now connected with the Wilmore Pharmacy, 403 Dowd Road, Charlotte.

Mr. J. M. Hutchinson, who has been with Perry's Drug Store in Rock Hill, S. C., for the past several months, is now making his home at 209 Boulevard, Charlotte.

Mr. J. W. S. Davis, who has been with the Davis Pharmacy in Canton for some time, is back at his old home in Andrews.

Mr. R. A. Dunn, Charlotte banker and wholesale druggist, was elected moderator of the Presbyterian church in the United States at the church's general assembly at Montreat early in June. State papers carried pictures of the veteran druggist following his election to the important church post.

Sutton's Drug Store in Chapel Hill has just completed elaborate alterations and improvements. A wide-open front has been installed and new fixtures installed which give the pharmacy a modernistic note. The lighting fixtures are particularly attractive. In the basement the proprietor **Mr. J. L. Sutton,** has installed a complete kitchen and meals are served on the main floor. Alumni of the University will be interested to know that one of the cooks is the valet and cook of the late **Dean E. V. Howell**—Foy Baker.

Druggists Hold Banquet

The fourth annual banquet of the Rutherford County Druggists Association was held at the Isothermal Hotel in Rutherfordton on the evening of June 4. In addition to members of the Association, druggists from Charlotte, Asheville, Spartanburg, and other points were present. A feature of the occasion was the presentation of a number of

stunts as well as the rendition of a delightful musical program.

Honesty is the Best Policy

"Honesty is the Best Policy" is a proverb that is still regarded in these modern times. Recently Raleigh druggists have profited from the carrying out of such a policy by unknown persons. Not long ago **Mr. Gilbert Crabtree,** manager of the Wake Drug Store and one of the former owners of the now discontinued Tucker Building Pharmacy, received a payment of $2.00 to be credited on an old drug account. He hasn't the slightest idea who sent the payment. A few days later **Mr. Ed. Birdsong,** until recently Commissioner of the City of Raleigh, and for many years connected with the Tucker Building Pharmacy, received a strip of paper to which was attached a two dollar bill. The sheet of paper carried the following notation: "Payment of an account of the old Tucker Building Pharmacy"—that was all.

N. C. Pharmacist Honored in Gotham

On May 25 the New York Veteran Druggists Association gave a testimonial luncheon to **Mr. Francis B. Hays** at the Drug and Chemical Club in New York City, honoring the fortieth anniversary of his joining the staff of the *Circular.* Older North Carolina druggists remember Mr. Hays very pleasantly as he is a native of Oxford and was in the retail drug business in the Granville capital during the "eighties". In 1891 he went north to study pharmacy, but upon securing a position with *The Druggist Circular* changed his plans.

The luncheon in his honor was attended by many men prominent in pharmaceutical circles. Mr. Hays was presented with a silver-mounted pen and pencil set, suitably engraved. Further tribute was paid the veteran editor by his fellow workers on the staff of the *Circular* in the form of a beautiful basket of flowers, and by a luncheon on May 26 tendered him by his fellow members of the editorial staff.

SILVER ANNIVERSARY OF THE AMERICAN DRUGGISTS' FIRE INSURANCE CO.-May-1931
BOARD OF DIRECTORS WITH THEIR LADIES AND HONOR GUESTS, IN FRONT OF
THE AMERICAN BUILDING, CINCINNATI, OHIO

Violating Pharmacy Law

The Board of Pharmacy has just reported the following action in Court:

May 26, 1931

In County Recorders Court,
Johnston Co.
Before Hon. Aycock.
Smithfield, N. C.

State N. C.
vs.
C. D. Poole,
Clayton, N. C.

Opening and operating Poole's Cut Rate Drug Store, Clayton, without drug store permit.

The defendant pleads guilty and asks for the mercy of the court.

The judgment suspended upon the condition that defendant secure permit and operate his store legally and pay the costs of the court.

State N. C.
vs.
C. D. Poole,
Clayton, N. C.

Filling doctors prescriptions without license or as an aid to and under the supervision of a licensed druggist.

The defendant pleads guilty and asks for the mercy of the court.

The judgment of the court was $25 fine and payment of the cost of the court; also defendant shall secure and retain a licensed druggist at all times.

University Alumnus Practices in Cuba

The following letter from **Dr. Alberto Soler**, of Guaninao, Oriente, Cuba, will be of interest to former classmates at the State University. Mr. Soler received the Ph.G. degree in 1918.

Guaninao, Oriente, Cuba
May 18, 1931.

Mr. J. G. Beard,
Chapel Hill, N. C.

My dear Professor Beard:

I received the invitation to send a gift to the Dean Howell Memorial Fund and it gives me great deal of pleasure to send a contribution.

One year after I left the University I was real busy in my pharmacy work. I administered four good pharmacies, two of my brother's and two of my own, but now I have one pharmacy according to the very best economical conditions of the country. I also have 966 acres of good land with 66 acres of coffee plantations. I am married and have four children. I am sending you the picture of three of them.

Every year I intend to go back to the old University of North Carolina, but there is no chance at all now. I hope soon it will be possible to see you at Chapel Hill. I will be delighted to hear from you at any time.

With best wishes for you.

Your former student,
(Signed) Dr. Alberto Soler Estevan.

An Interesting Collection

Mr. H. A. Tally, of the Crabtree Drug Co. in Sanford is very much interested in old books. In his collection are a very valuable shelf of pharmacy books. He has been assembling these for a number of years and they are all in good condition. Not long ago a JOURNAL representative was in Sanford and spent some time with Mr. Tally looking over the books. In the collection he noted the following: New Dispensatory (Edinburgh), First Winchester Edition, 1805; American Dispensatory, 6th Edition, 1825; the following editions of the U. S. Dispensatory; 2d (1834); 8th (1849); 9th (1851); 10th (1854); 14th (1879); 15th (1884); 18th (1899); 19th (1907); 20th (1918); the 1st, 3d, and 4th editions of the National Formulary, as well as several editions of the U. S. Pharmacopoeia.

Weddings

Mr. and Mrs. Henry Meigs Harris, of Clarksville, Va., announce the marriage in June of their daughter, Mildred, to **Mr. Charles Jenkins Wartman**, of Henderson. Mr. Wartman is originally from South Hill, Va., and graduated from the University of N. C. in 1926. He is a member of the Phi Sigma Kappa and Kappa Psi fraternities. He practiced his profession in his native

State for some time but for the past several months has been with the Wiggins Drug Store in Henderson.

Mr. and Mrs. James Franklin Reeves, of Elberton, Ga., announce the marriage in Greensboro of their daughter, Marion Willis, to **Dr. Frederick Marion Patterson**, originally of Concord but now of Greensboro, on June 10. Dr. Patterson received the Ph.G. degree from the State University in 1920. During his student days he took a very prominent part in college activities and was captain of the varsity baseball team. He served with distinction in France during the World War. After finishing his pharmacy course he studied medicine at the State University and later graduated from the medical college of the University of Pennsylvania. He also did work at Johns Hopkins. For the past four years he has been practicing medicine in Greensboro.

Mr. and Mrs. Julius Craig Leary announce the marriage of their daughter, Louise, to **Mr. William Dorsey Welch, Jr.**, of Morehead City, which was solemnized at the home of the bride's parents on the afternoon of June 10. After an extended tour through northern states Mr. and Mrs. Welch are at home to their friends in Morehead City where the groom is prescriptionist for the Morehead City Drug Co.

A beautiful wedding was solemnized in Wilmington on the evening of June 9 when Miss Elizabeth Griffith and **Mr. Jack Craig** were married at the home of the bride's parents, Mr. and Mrs. Fred Griffith on S. Front St.

Births

Mr. and Mrs. G. E. Henderson, of Lynchburg, Va., announce the birth of a son on May 17. The young man weighed 4 lb., 10 oz. and has been given the name of Robert Charles Henderson. Former students of the State University remember the father of the young man very pleasantly. He is originally from Rowland and, following his graduation from the State University in 1926, was associated with several North Carolina drug stores. For the past two years he has been connected with the Claiborne Drug Co. in Lynchburg, Va.

Have You Voted?

Mail ballots, listing the nominees for the various elective offices in the North Carolina Pharmaceutical Association, were sent to each member of the organization on the afternoon of June 26— less than twenty-four hours after the adjournment of the fifty-second annual meeting at Wrightsville Beach. If you did not receive your ballot please notify Secretary J. G. Beard's office, Box 631, Chapel Hill, N. C., and a duplicate will be mailed to you immediately. Every dues paid member is entitled to vote and in order for your ballot to be counted it must be returned within thirty days after its receipt to President A. E. Weatherly, 106 W. Fisher Ave., Greensboro, N. C. The nominees receiving the preferential vote will be installed at the High Point meeting in 1932. The ballot reads as follows, and voters are to place check marks opposite the names of the candidates they prefer:

FOR PRESIDENT

(Vote for one)

☐ E. C. Adams, Gastonia
☐ Polk C. Gray, Statesville

FOR FIRST VICE-PRESIDENT

(Vote for one)

☐ A. C. Cecil, High Point
☐ Ralph P. Rogers, Durham

FOR SECOND VICE-PRESIDENT

(Vote for one)

☐ W. C. Ferrell, Nashville
☐ Jas. M. Hall, Sr., Wilmington

FOR THIRD VICE-PRESIDENT

(Vote for one)

☐ H. M. Cooke, Salisbury
☐ E. F. Rimmer, Charlotte

FOR SECRETARY-TREASURER

(Vote for one)

☐ J. G. Beard, Chapel Hill
☐ Sam E. Welfare, Winston-Salem

FOR MEMBER OF THE EXECUTIVE COMMITTEE FOR THREE-YEAR TERM

(Vote for one)

☐ C. C. Fordham, Sr., Greensboro
☐ C. B. Miller, Goldsboro.

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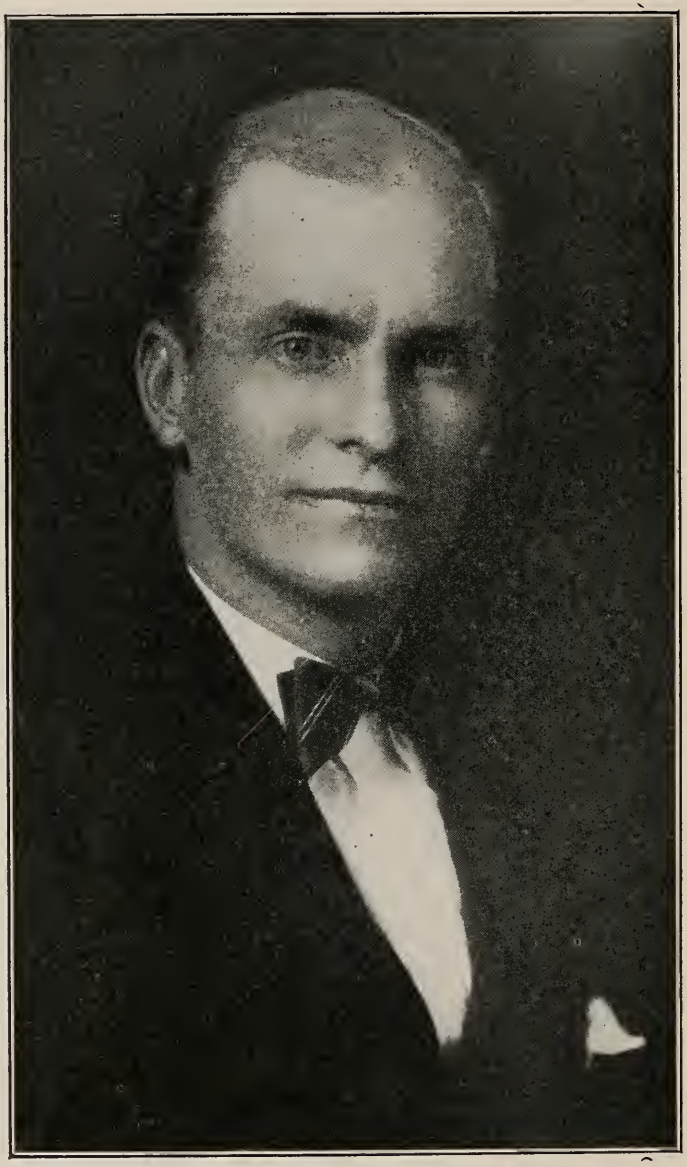
The 1932 meeting of the North Carolina Pharmaceutical Association will be held at High Point, the time to be announced later.

The fall examinations of the North Carolina Board of Pharmacy will be held in the Howell Hall of Pharmacy, Chapel Hill, November 26.



PRESIDENT ANDREW EARL WEATHERLY, of Greensboro

Fifty-second President of the North Carolina Pharmaceutical Association

ANDREW EARL WEATHERLY

The subject of this dedicatory sketch, Andrew Earl Weatherly, was elected president of the North Carolina Pharmaceutical Association at the Wrightsville Beach convention on June 23-25 and will, therefore, guide the affairs of the organization during the current year. The JOURNAL extends to him sincere good wishes for a successful administration and is certain it speaks for the druggists of the State in saying that his elevation to the presidency meets the hearty approval of all North Carolina pharmacists.

* * * * *

Andrew Earl Weatherly was born at Madison, N. C., on July 10, 1895, the son of Andrew and Elizabeth (Payne) Weatherly. Educated in the Greensboro city schools and at Guilford College, he decided at an early age to make pharmacy his career and accordingly he secured his apprentice training in the drug stores of Z. V. Conyers, Conyers and Sykes, and Howard Gardner, and then completed his preparation in the Page School of Pharmacy in Greensboro. Licensed in 1916 he accepted employment and remained with the Greensboro Drug Co. until the United States entered the World War in 1917 when he enlisted in the U. S. Navy and was at once sent to the Naval Base at Hampton Roads. After spending several months there he was transferred to the Naval Medical School at Washington where he was given training in bacteriology and clinical laboratory work. Thereafter, and until the Armistice was signed, he was attached to the School as Instructor in Bacteriology.

Following his military service President Weatherly re-entered the drug field and a short while later he became a traveling representative in this State for Parke Davis and Co., and "stayed on the road" for four years. In 1924 he and Mr. Parke C. Stratford established what has come to be known as one of the best drug stores in North Carolina—the Stratford-Weatherly Drug Co. in Greensboro. Mr. Weatherly is president of the firm. Very shortly now the store will be moved one block to new and handsome quarters in the Jefferson Standard 18-story building where with a corner location in the busiest center in Greensboro it should prosper to an even greater degree.

Mr. Weatherly joined the N. C. P. A. in 1920 and has been a member ever since. During the past year he served as second vice-president of the organization and this year, as stated before, he is president. President Weatherly is a member of the Rotary Club, of the American Legion, and the First Presbyterian Church. He is a Shriner in the Masonic Order. His political affiliation is with the Democratic party.

On June 16, 1927, President Weatherly was married to Miss Margaret Frances Rankin, of Greensboro. The family residence is at 106 West Fisher Avenue.

Space limitations do not permit us to pay tribute to President Weatherly's business acumen, his enthusiastic energy, his pleasing personality, and to the high ideals he successfully maintains in the conduct of his drug store. Most of our readers, however, know of these qualities, and for this reason we give merely the above biographical data, and conclude with a promise to give our heartiest support to him in his important task of directing organized pharmacy in North Carolina during the next twelve months.—J.G.B.

EDITORIAL SECTION

J. G. BEARD, *Editor* Chapel Hill, N. C.

The Sales Tax Question

At the Wrightsville Beach convention of the Association a resolution was unanimously adopted to the effect that the organization and its membership would use every legitimate means to prevent the passage of any form of sales tax or of any revenue measure that discriminated against a particular class of business.

This resolution, to be really effective, must have behind it the united support of every druggist in North Carolina. Some readers may wonder why we are bringing up the subject now when the Legislature has so recently adjourned following the defeat of the "Luxury Tax" measure. We do so because there may come at any time a special session of the Legislature and if this happens we will all get another full dose of sales tax agitation. Then too, the advocates of such a tax are already working to create sufficient sentiment to bring about its passage when the Assembly again convenes, and it behooves every person who will be penalized by such legislation to set up counteracting arguments against the tax. In other words, we all know that the Sales Tax is a very live issue, we are forewarned of what to expect, and if we are again to be successful we must adopt the tactics of the opposition and start to work right now to win the next battle.

Members of the present legislative body should be shown how we stand while they are at home and have plenty of time to listen. Remember they may assemble again in special session. Especially should they be converted if they are to be candidates for re-election. If they refuse to see the injustice of discriminatory legislation and insist upon the necessity of a sales tax, then perhaps there are other candidates or potential candidates in the district who are equally competent to serve the State and who will agree to oppose such a tax. In such case we are not without political power and we should not hesitate to use it in the protection of our own interests.

Finally we should use every bit of our influence in having other groups concerned begin at once to do the very sort of thing we should do and that is to use as much force as possible to keep legislators from falsely believing that a majority of their constituents want a sales tax. Get every merchant in your community to work with you; set up machinery that will be effective in educating the public of the unwisdom of such a tax; act as though the Legislature were going to meet within a very short time and keep on acting that way because then you will feel the urge to fight.

This fact must be kept constantly in mind: the time to work against a sales tax is before the people become convinced that North Carolina needs a sales tax. That time is today and tomorrow and all days until we pass the point of danger.

Have You Paid Your Dues?

If you cannot answer "Yes" to this question, then ask yourself this one: "Suppose the North Carolina Pharmaceutical Association had not been functioning efficiently at the recent session of the Legislature how much would such failure have cost me in one year?" If you answer this question intelligently you will be glad to take a fraction of the amount you have saved through the Association's efforts and send it where it is needed and where it will be needed even more before the sales tax ghost is finally laid to rest.

Times are hard, of course. But they would be even harder for you were you paying out what a great many people wanted you to pay—and still want you to pay. The Association cannot work without money. You need the Association. For this reason in-

vest in the Protective Insurance Agency known as the North Carolina Pharmaceutical Association and watch your premiums pay dividends. Don't let your policy lapse.

In this connection it is refreshing to read the following letter that was received recently by the treasurer of the Association:

Varina, N. C.,
June 8, 1931.

"I am sending herewith my check for my dues to the N. C. P. A. I wish that in some way I could do more for my Association than just merely pay my dues, which is the least any of us can do.

"The routine duties of a pharmacist tend to make him a mechanical contrivance instead of a human with a real heart. He serves his immediate sphere, but often neglects those beyond his daily contact, but close at heart.

"Hoping to see you at Wrightsville, if possible, and with best wishes, I am,"

Fraternally yours,
(Signed) MILTON S. BURT.

SELLING PROFESSIONAL SERVICE

By
Dr. Robert J. Ruth

(News has just been received of the death of Dr. Ruth, which occurred in a Baltimore hospital on July 4. Dr. Ruth was obviously ill when he delivered the address below but persisted against the advice of friends in going ahead with his program. A few days after leaving Wrightsville Beach he entered a hospital in Baltimore where his condition was diagnosed as typhoid fever and less than two weeks after his trip in North Carolina his death followed.—Editor.)

In these days of furious thinking and hectic acting, of high-geared merchandising and highly specialized business economics, it is well for each of us occasionally to slip into a quiet corner to indulge in the luxury of calm contemplation of the state of things as they were, are and may be. To think slowly and coolly as one, remote from the turmoil, gazing calmly upon a panorama of the industry and profession of pharmacy and perhaps to philosophize a bit, has compensations to offer him who will avail himself of the stabilizing experiment.

I was interested in reading these paragraphs from the column entitled: "From our News of Forty Years Ago", as published in a recent issue of *Drug Bulletin.*

"The 'coupon plan' for solving the problem of cut prices was promulgated by a conference for manufacturers, wholesalers and retailers of New York."

"A call, signed by Dr. A. H. Ahlbrandt and Dr. H. M. Whelpley, was sent to St. Louis druggists to attend a mass meeting to discuss the cut-rate evil."

"The action of a well-known manufacturer in fixing 83 cents as the minimum price for their dollar preparation, was scathingly denounced by retail druggists' associations everywhere in the country as tending to encourage cut prices."

So it would seem that one of the outstanding problems which today confronts retail, wholesale and manufacturing pharmacy, is not new—at least not by forty years. Another conclusion at which we may well arrive is that most of the problems confronting retail pharmacy have been caused by ultra-commercialism of the drug store. The more commercial we have made the drug store, the more the difficulties we have had to contend with.

I have no quarrel to make with commercial pharmacy. I fully realize that as conditions exist at the present time, if a retail pharmacist wishes to be conveniently located that he may best serve his community and if, at the same time, he is to derive an income that will amply provide for himself and his family in keeping with his and their station in society, he must commercialize his business and sell many items of merchandise entirely unrelated to the drug business. But —why neglect professional pharmacy? And why permit a large portion of the business on hundreds of strictly drug store products to drift to patent medicine stores, perfume shops, house-to-house vendors and other unqualified persons who constitute a menace to

the public health, while we are in a wild scramble to annex new business on merchandise entirely unrelated to the drug store.

And after sober reflection do we not conclude that as the drug store demonstrated its ability to handle and sell a heterogeneous mass of merchandise—merchandise of multitudinous variety—honest merchandise, true, but entirely unrelated to pharmacy, that merchants in many lines of business learned that they could handle and sell drug store products? Alas, it is sad but true!

Pharmacy Week is, as you know, an international movement to publicise the pharmacist and his services in the interests of the public health and the elevation of the status of the profession of pharmacy. Pharmacy Week is non-commercial, but let us for a moment view it from a purely selfish standpoint. Men make a living practicing the professions of medicine and dentistry. Why not from professional pharmacy?

To progress in a profession and render the greatest public service, the practitioners of the profession must be sufficiently rewarded to free them from financial cares and permit them to use their minds for constructive thinking and research instead of for worrying.

In his splendid 1930 Pharmacy Week Proclamation, Dr. H. C. Christensen, President of the American Pharmaceutical Association, said: "The professional side of pharmacy is the one and only part of the business responsible for the legal recognition given the pharmacist under state pharmacy laws; it is the only excuse for his existence." That the pharmacists of this country realize the truth and wisdom of Dr. Christensen's words is evidenced by their active and wholehearted support of the sixth annual observance of Pharmacy Week.

It cannot be doubted that the public has been impressed by the importance of the practice of pharmacy and by the fact that the services of the pharmacist are indispensable in any community. Pharmacy Week has set up a new standard for the pharmacist in the public mind which the public will expect him to live up to. This will be a helpful influence and the pharmacist will not violate this public confidence but will strive as never before to deserve the public trust.

During the past decade the wholesale druggists of the nation and several manufacturers have rendered invaluable assistance to the ever growing movement to popularize the profession of pharmacy and bring about a more general public appreciation of the pharmacists' services. May I be permitted to mention, in this connection, the firm with which I am associated. You are all familiar with the story of the "Priceless Ingredient" which E. R. Squibb & Sons began ten years ago to tell to the public and which is today being told to ever increasing numbers. "The Priceless Ingredient of Every Product is the Honor and Integrity of Its Maker", whether the product be an arsphenamine, a biological product or some other product of the manufacturer or if it be a prescription compounded by the retail pharmacist. Squibb has spent millions to create a public consciousness of the fact that honor and integrity are of paramount importance—that ethical professional pharmaceutical practice does not exist without them.

In 1930, Squibb spent $3,182,470.26 for advertising and whether through the pages of newspapers or magazines or by radio or some other advertising medium, no opportunity has been lost to emphasize the importance of the professions of medicine and pharmacy to the public and their interdependence. Pharmacy Week and First Aid Week are among the special periods which are stressed.

It may be interesting to you to know that in 1930 the House of Squibb spent $233,497.06 for research, which is surely in keeping with the spirit of our profession.

That the drug store has decided consumer acceptance is evidenced by the fact that the public prefers to purchase any item of merchandise at the drug store. The pharmacist enjoys the public confidence and this fact alone is cheering in spite of the many troublesome aspects with which the entire drug industry is struggling at this time.

Last October, a message from President Hoover to the pharmacists of the nation gave fitting official recognition to the Pharmacy Week observance which is and always must be directly in the interest of

public health. President Hoover's message is as follows:

"On the development of drugs and their uses depend to a considerable degree the health and the welfare of the people of the world. Daily our laboratories are engaged in the pursuit of newer knowledge which will make constantly more effective the unending combat against illness and disease. The pharmacists of our country are indispensable allies of the physicians. It is fitting, therefore, that each year we should formally acknowledge our indebtedness to them. I am glad to extend to the pharmacists of the nation the good wishes of all our people."

Surely to catch the attention of the Chief Executive of our nation is evidence that we are selling professional pharmacy.

If Pharmacy Week has accomplished nothing else, it has caused thousands of pharmacists throughout the world to become professional-pharmacy-conscious. They have come to realize that their stores were rapidly losing—or had lost—professional appearance, professional atmosphere and prestige. Shelf bottles have reappeared — colored show bottles, those ancient symbols of professional pharmacy have found their way back to retail pharmacy windows. Professional window displays are now featured in thousands of drug stores throughout the year. Every retail pharmacy should have some professional display at all times and a full professional window display at least one week in each month. Some stores are never without one professional window display.

The question might well be asked, "Do professional windows pay profits?" And the question is in order because I said we were going to view the subject from a purely selfish standpoint.

Several years ago, when Pharmacy Week was in its infancy, a pharmacist in Oakland, California, installed a prescription department in a large show window of his store and two white-gowned pharmacists filled prescriptions before a fascinated public throughout Pharmacy Week. The crowds before the window reached out into the street and it was necessary for the police department to station a traffic officer on duty constantly to keep an open lane on the sidewalk that pedestrians might pass the store. The prescription business at the store increased tremendously from the start, but it was thought that this welcome result would not be of long duration. However, the store showed a fifteen per cent increase for the balance of that year and strict attention to professional practice with constant professional displays has resulted in a consistent growth in the prescription business ever since.

To further prove that professional pharmacy windows pay, permit me to read a letter dated April 13, 1931, which I received from W. L. Ormond, a retail pharmacist of Amherst, Nova Scotia.

"The April issue of the Canadian Pharmaceutical Journal has a picture of a very good Pharmacy window that was put in by John E. Michael, Philadelphia, and which I am sure added a lot to the professional character of his store.

"Ever since you instituted 'Pharmacy Week' we have had suitable displays in our windows, and it might be of some interest for you to know that a few years ago, in addition to a pharmacy window, we put in a chemistry window as well.

"We are surrounded by coal mines so I got a large lump of coal and put it in one of the windows and then put up in bottles neatly labelled about sixty or more chemicals derived from coal. In addition to that I had an article in the press which told of what happened in the Coke ovens.

"This window attracted a great many and I am sure it added to our prestige, but the best part of the story remains to be told. About a year after the display a man came in and spoke to me about the window and said he would like me to put up in bottles all the chemicals I had that came from coal. This man was opening a coal mine and thought by displaying a window such as I had, that he would be better able to sell stock.

"We had a great many articles on our shelves that were no longer in use, so I used all that I had of these and many more and I think he paid me about $30.00 but in addition to that he returned some months after to have them replenished."

Here was one window which netted $60.00 in sales of chemicals. I'll let you figure your own profit and then answer the question, "Do professional windows pay profits?" Do you think a window of merchandise unrelated to the drug store, on display in Mr. Ormond's pharmacy at Amherst, Nova Scotia, would have paid better profits? Would it have built the same public confidence? Would it have caused one passerby to remember that window and that pharmacy a year later and then bring him back again some months after?

Know the products related to the drug store. Specialize on them. See that your clerks know all about them. Don't employ any clerks to sell drug store products who are like the two boys who were working in a drug store and one asked the other: "Say, George, what's all this business about giving so much cod-liver oil?" and George answered: "Why don't you know? It's full of Vitaphones."

There is just as much profit to be made from selling products related to the drug store and in rendering professional service as from selling unrelated merchandise and it's surely more pleasurable and gratifying.

Last year it was my pleasure to address the annual convention of the Canadian Pharmaceutical Association at Halifax, Nova Scotia. Dr. Theodore J. Bradley, Dean of the Massachusetts College of Pharmacy, was also one of the speakers and in a very masterful address, Dr. Bradley said that Pharmacy has a body, a mind and a soul. He said scientific training and knowledge constitute the mind of Pharmacy and our professional spirit constitutes its soul, while business practice is the body.

Pharmacy Week is a true public exposition of the mind and soul of Pharmacy because it is the professional spirit which a man possesses which prompts him to observe the movement. Professional windows reflect, then, the mind and soul of the profession.

One of the features of the seventh annual observance of National Pharmacy Week, which will be observed October 11 to 17, is a national window contest based upon state window contests conducted by the state pharmaceutical associations. This handsome silver cup, which I hope you will all inspect after the close of this session, has been furnished by the Federal Wholesale Druggists' Association to be awarded by the National Executive Committee on Pharmacy Week, to the retail pharmacist having the best professional window in the United States.

To illustrate the tremendous interest manifested by the pharmacists of the nation in such contests, there were 1,275 photographs of Pharmacy Week windows submitted by the retail pharmacists of the state of Missouri in competition for the 1930 Pharmacy Week cup awarded by the Missouri State Pharmaceutical Association. This cup, the national award, may be won by any retail pharmacist in this audience.

This is our first national contest and we are counting on the retail pharmacists of this state and this state pharmaceutical association to contribute to its success and by so doing add a master stroke to the picture of professional pharmacy which all organized pharmacy is presenting to the public.

Have You Voted?

Every dues-paid member of the N.C.P.A. is urged to vote for officers of the organization for the coming year. This is a privilege and a duty on the part of the membership. Another ballot will be mailed immediately by the Secretary-Treasurer if the original one is lost. The organization needs the active interest of every one of its affiliates. Selecting the officers is one simple, easy way of showing such interest.

The N.A.R.D Convention

Every druggist who can possibly do so should attend the meeting of the N.A.R.D. to be held in Detroit, September 28-October 2. Matters of vital interest to the drug trade will be acted upon; the program will command the interest of every delegate, and the entertainment provided will be varied and pleasurable. Reduced transportation and hotel rates are offered. Complete details of the convention can be obtained by addressing the editor of this JOURNAL.

THE T. M. A. PAGE

J. FLOYD GOODRICH, *Editor* B. C. Remedy Co., Durham, N. C.

T. M. A.

In taking over the duties of Secretary and Treasurer of the T. M. A., I recognize the fact that it will be very hard for me to fulfill the responsibilities of the office as well as they were carried on by **Sterling Hubbard.** I find that the affairs of the T. M. A. are in better shape than they have ever been. I am also confident that Mr. Hubbard's efforts in trying to get the T. M. A. to co-operate more with the retail druggists will bear much fruit in the years to come. We all owe Mr. Hubbard many thanks for his valuable work. We also want to express our appreciation to Mrs. Hubbard for we realize that no man could accomplish quite so much without the assistance of his wife.

T. M. A.

Whatever success I may attain in my new office will depend altogether on the co-operation which my fellow-members of the T. M. A. render me. May I depend on you?

T. M. A.

Dewey "Whitman" Pollard wishes to express his appreciation to the many persons who helped him in entertaining the North Carolina Pharmaceutical Association at Wrightsville Beach last month. Special mention is made of the services rendered by Mr. J. M. Hall, Sr., Messrs. R. R. Bellamy and Son, and the officials of the Tidewater Power Co. Many thanks to each of you!

T. M. A.

Some time within the near future the T. M. A. will have a card printed and mailed to every retail druggist in the State. The card will bear the names of the traveling men who were responsible for the entertainment of the druggists at Wrightsville Beach. The names of the members of the T. M. A. who have paid their dues will be on the card, together with the names of the firms each traveler represents. The names of the members who have not paid their dues will not be on the card. If you have not paid your dues and want your name on the card, please mail me a check for ten dollars. This list of names will be published in the JOURNAL at an early date.

T. M. A.

Every member of the T. M. A. was grieved to learn of the death of **Grady Coppedge**, brother of **Jim** and **Ben Coppedge**, of Raleigh. We extend to them our heartfelt sympathy.

T. M. A.

We are very glad to welcome into the T. M. A. two new members who joined us after the registration books closed at Wrightsville Beach. They are **R. H. Zachary** of the Zachary Insurance Agency, of Charlotte, and **W. Robert Bender**, of Pollocksville, representing the Young Rubber Company.

T. M. A.

This page of the JOURNAL has been set aside for the use of the T. M. A. in the hope that it may be of great benefit and service to us in our efforts to stimulate more interest in the T. M. A. and also to make our dealings with the druggists more cordial. This is your page! Take advantage of it by sending in little news items and suggestions. They will be appreciated.

T. M. A.

I will be very glad to have you fellows call on me when you are in Durham. You may find me at the B.C. Remedy Company, 423 Morris St. In my absence, please call for **Miss Geneva Sloane.**

T. M. A.

LEGAL SECTION

FREDERICK O. BOWMAN, LL.B., *Editor* Chapel Hill, N. C.

License and Privilege Taxes—Penalties

The Revenue Act of 1931 provides that all license and privilege taxes shall be due and payable on or before June 1, of each year. However, due to the fact that the General Assembly did not adjourn until late in May and the Act not being ratified until May 27, making it impossible for the State Department of Revenue to prepare and send out notices to taxpayers of the taxes due, the time limit for the payment of these taxes without the penalty has been extended until August 1st. Taxpayers, therefore, may pay license and privilege taxes as late as August 1st without being penalized. However, if paid after this time the penalty will be doubled, that is, they will be required to pay ten per cent instead of the five per cent imposed for the first month's delinquency under the provisions of the act.

In this connection, JOURNAL readers are advised that the license and privilege taxes imposed by Schedule B of the Revenue Act of 1931 which must be paid by retail drug stores are the same in every instance as those imposed by the Revenue Act of 1929, except in the case of the tax on soda fountain operators in towns of more than forty thousand, and the new Merchants License Tax. A top bracket was added in Section 144 of the Act, increasing the tax from $40.00 to $50.00 in towns of more than forty thousand inhabitants. The new Merchants License tax imposed by Section 164 of the Act is not payable until after the first six months of the fiscal year. While this section was published in full in last month's issue of the JOURNAL, more will be said about it before time for its payment.

Information has reached this office that some deputy revenue collectors have made excessive and erroneous tax collections from members of our Association. In all such cases, the taxpayer should notify the State Department of Revenue to this effect and ask for a refund of the tax or taxes so erroneously collected. In the event the refund is not promptly made this office should be notified.

Hypnotic Drugs Act and Military Service Law

So many requests have come to my office for copies of the Hypnotic Drugs Act and the Military Service Law, enacted by the General Assembly of 1931, that we are carrying these two acts in full below for the information of our readers.

An Act to Prohibit the Sale of Hypnotic Drugs in North Carolina.

The General Assembly of North Carolina do enact:

Section 1. That in the following four sections, unless the context otherwise requires, the words "hypnotic drug" include:

Sulphonmethane (sulphonal).

Sulphonethylmethane (trional).

Diethyl sulphonedrethylmetane (tetronal).

Dietyl barbituric acid (barbital), or any of the foregoing by whatsoever trade name or designation, or any compound, preparation, mixture or solution thereof; or any salt or derivative thereof or of barbituric acid (possessing hypnotic acid) possessing hypnotic properties or effects.

Chloral hydrate or any mixture or solution thereof containing twenty grains or more thereof to the fluid ounce.

Sec. 2. That no person other than a licensed pharmacist, a duly licensed physician, a doctor of dental surgery, or doctor of veterinary surgery shall sell or offer to sell any hypnotic drug to consumers or have such drug in his possession with intent to sell or give away to consumers.

Sec. 3. That no hypnotic drug as defined in this act may be sold in quantities exceeding twelve therapeutic doses, except to persons known to be suffering with epilepsy: Provided, however, that nothing in this act shall apply to prescriptions of duly licensed physicians, doctors of dental surgery, or doctors of veterinary surgery.

Any person dispensing any hypnotic drug coming under the provisions of this act, other than upon prescription, shall record in a book kept for the purpose the name of the article sold, the quantity delivered, the date of delivery, the name and address of the purchaser and the name of the dispenser, which record shall at all times be open to the inspection of the proper officer of the law.

Sec. 4. That nothing in this act shall be construed to limit the sale of hypnotic drugs to nor to the dispensing of hypnotic drugs in the course of their professional practice by, duly licensed physicians, doctors of dental surgery or doctors of veterinary surgery lawfully practicing their profession in this State, or to registered retail or wholesale pharmacists, or to hospitals and other institutions for the treatment of defective, afflicted, sick and injured persons.

Sec. 5. That any person who shall violate any provision of this act shall be deemed guilty of a misdemeanor and upon conviction therefor for the first offence shall be fined not more than twenty-five dollars, and upon conviction of the second offence shall be fined not more than one hundred dollars.

Sec. 6. That all laws and clauses of laws in conflict with the provisions of this act are hereby repealed.

Sec. 7. That this act shall be in full force and effect from and after its ratification.

Ratified this the 21st day of March, A. D. 1931.

Chapter 162, Public Laws, 1931.

An Act to Permit Certain Persons Who Entered the Military Service of the United States and Who Were at the Time Qualified to Stand Examination to Practice Pharmacy to Now Stand Such Examination.

Whereas, at intervals during the World War certain legal residents of North Carolina, at the time to stand examination to practice pharmacy in North Carolina were called into, or voluntarily entered, the military service of the United States and were thereby prevented from taking at the times planned examinations to practice pharmacy in this State; and

Whereas, while such persons were so serving their country the General Assembly of this State raised the requirements for applicants to stand examination for the practice of pharmacy and in that way excluded such persons from taking the examinations without further educational advancement which some of them could not obtain because of sacrifice in the military service.

Now, therefore, the General Assembly of North Carolina do enact:

Section 1. That any person who was called into or voluntarily entered the military service of the United States during the World War and who was at such time entitled according to the then requirements to stand the examination to practice pharmacy in North Carolina, shall now be permitted to stand the examination to enter the practice of pharmacy in this State: Provided, that such person shall make application to the board of pharmacy within twenty-four months from the ratification of this act and such examination shall be held within said twenty-four months thereafter; and in upon such examination such person is found competent, license shall be granted him as in all other cases.

Provided, further, that such applicant shall have been engaged in the practice of pharmacy for a period of not less than five years since leaving the military service, and that this act shall apply only to legal residents in North Carolina at the time of their entrance into said military service.

Sec. 2. That all laws and clauses of laws in conflict with this act are hereby repealed.

Sec. 3. That this act shall be in force from and after its ratification.

Ratified this the 16th day of March, A. D. 1931.

Chapter 121, Public Laws, 1931.

HAPPENINGS OF INTEREST

ALICE NOBLE, *Editor* Chapel Hill, N. C.

The Wrightsville Beach Convention

All we have to say is that those who failed to attend the Wrightsville Beach convention missed one of the best meetings the Association has ever had and an entertainment program that was most enjoyable from start to finish. We can't begin to talk about Wrightsville without "patting" **Local Secretary J. M. Hall** on the back for engineering the complicated details of the convention without a hitch and with a smoothness that kept attendants from realizing all the work and worry that falls to the lot of a Local Secretary. Mr. Hall was ably assisted in making convention arrangements by **Messrs. A. G. Ahrens, A. M. Mattocks** and a committee of Wilmington druggists. We also want to take off our hats to **Messrs. A. D. Pollard** and **W. A. Burwell** and their committee from the Traveling Men's Auxiliary for the part they took in providing such delightful entertainment for the delegates and visitors. They were on the job every minute. One of the enjoyable entertainment features was the motor boat party tendered the convention by Robert R. Bellamy and Son, while the card party given for the ladies filled a delightful morning for the women-folks present. A committee, composed of the wives of several Wilmington druggists, was in charge of this event and it was perfect in every detail. Prizes were won by **Mrs. Wilkins** (kodak), **Mrs. Ralph Rogers,** of Durham (stationery), **Mrs. C. B. Miller,** of Goldsboro (kodak), and **Mrs. B. O. Stephenson,** of Shelby (perfumizer). In addition, favors were presented to all of the ladies attending the party. The dance, tendered the delegates and visitors at Lumina by the Traveling Men's Auxiliary on the second evening of the convention, was a high spot in the entertainment program. The grand march was led by **Mr. P. A. Hayes,** of Greensboro, chairman of the Dance Committee of the T. M. A. and **Mrs. Hayes,** assisted by **President** and **Mrs. C. B. Miller** and other officers of the Association with their wives. More than 150 couples participated in the grand march. The entertainment program wound up with a free-for-all golf match on the municipal golf course in Wilmington. Prizes were won by **Mr. C. L. Crawford,** of Lenoir, and **Mr. Lee** of the T. M. A. At the conclusion of the match sandwiches and fruit punch were served the contestants through the courtesy of Ahrens Brothers. We must mention too that the weather was all that we could have hoped for. You may remember that convention week was one of the hottest the State has ever known, but an ocean breeze made Wrightsville Beach one of the pleasantest spots imaginable. The surf was perfect and everybody had a big time all the time.

But the entertainment program, filled as it was with enjoyable events, did not occupy the greater part of the convention schedule. The delegates were primarily interested in questions that are of vital concern today to North Carolina pharmacists. While the crowd might not have been quite as large as in some years, yet we have rarely known a group to be as representative of every section of the State. A reporter for one of the drug journals said: "It is questionable if any other convention has shown a more progressive, wide-awake spirit to combat problems which must be faced in business." The addresses of **Dr. Robert J. Ruth** on "Selling Professional Service," of **Mr. Edward P. Minogue** on "The Retail Drug Survey," and of **Mr. Joseph B. Clower** on "Window Displays" were noteworthy. The Commercial Clinic was again a big success. As the talks made during the Clinic will be

published in the Journal in the next several issues we will not dwell upon this feature at this time. The reports of the various officers and the address of President Miller showed that the work of the Association during the past year has been outstanding, and that due to the efforts of the organization "no harmful bills were passed during the 1931 session of the General Assembly that will curtail our privileges."

At the last session of the convention the following officers were installed: President, **A. E. Weatherly**, Greensboro; Vice-Presidents: **T. Paul Webb, Sr.**, Shelby, **J. C. Hood**, Kinston, and **J. M. Hall, Sr.**, Wilmington; Secretary-Treasurer, **J. G. Beard**, Chapel Hill; Members of the Executive Committee: **G. K. Grantham, Sr.**, Dunn (1-yr. term); **C. L. Eubanks**, Chapel Hill (2-yr. term); **Warren W. Horne, Fayetteville** (3-yr. term). **Dr. E. V. Zoeller**, of Tarboro, member of the Board of Pharmacy since 1892, was re-elected for a five year term. High Point was chosen as the convention city for 1932 and **Mr. A. Coke Cecil** was made Local Secretary.

Now let's all get together and help make the 1932 convention a howling success!

News from the Piedmont

F. L. Bundy, *Reporter*

Mr. D. A. Dowdy, of the Mann Drug Stores, of High Point and Thomasville, has just been re-elected as a member of the Board of City Commissioners, of High Point.

Mrs. C. P. Mitchell, of Burlington, is spending a six weeks vacation in California and other western points. Mr. Mitchell is the proprietor of Mitchell's Drug Store and the City Drug Store in the Hosiery Mill Capital.

Mr. R. C. Walton, of Raleigh, is rebuilding his store. He is erecting a building next door to his present store and will combine the two structures into one store. He is installing new fixtures and a fountain and will have a most up-to-date pharmacy.

Mr. A. B. McLeod, of Raleigh, is opening a drug store in Mebane. It will be known as McLeod's Pharmacy. Modern fixtures are being installed as well as a Fischman soda fountain. Mr. McLeod graduated from the State University in 1926 and since that time has been connected successively with the Roanoke Pharmacy Co., Roanoke Rapids; the Morehead City Drug Co., Morehead City; and Pickard's Drug and Seed Store, Mebane.

Mr. and **Mrs. J. W. Harrell** and daughter, Doris, have been enjoying a two weeks vacation at Wrightsville Beach. "John Willie" is professional representative for E. R. Squibb and Sons.

A few nights ago two negro thieves tried to enter McKay's Pharmacy in Durham. The proprietor, **Mr. D. M. McKay**, was on the look-out for them as his store had been entered a few nights previously. He greeted the intruders with two loads of buck shot, wounding one of them and catching both.

Mr. J. S. White, of Elon College, is now prescriptionist for Pickard's Drug and Seed Store in Mebane.

Mr. B. G. Warren, of Leaksville is now with the Mann Drug Co., No. 2, of High Point. He was formerly with the Harville Drug Co., of Thomasville, but when the store was bought by the Mann Drug Co., of High Point, Mr. Warren was transferred to the store in the Furniture City.

Mr. Carl Miller, who has been with Galloway's Professional Building Pharmacy in Raleigh for some time, is now with the Davis Drug Co. in Roxboro.

All Around the State

M. J. Leimkuhler, *Reporter*

Mr. W. P. O'Neal, former manager of the Economy Drug Store, of High Point, has opened a new drug store in his home town of Belhaven. The pharmacy is operated as O'Neal's Drug Store. **Mr. S. W. Frontis** succeeds Mr. O'Neal as manager of the Economy Drug Store. He has been with the firm for some time.

Mr. J. C. Murphy, former laboratory man for the Young Drug Co. in Charlotte, is now connected with the prescription department of Eckerd's in the Queen City. **Mr. W. B. Gilbert**, who has been with the Charlotte Eckerd store has been transferred to the Raleigh one, while **Mr. Alva Brock** leaves the Raleigh Eckerd store to take a similar position in the Charlotte one.

Mr. L. D. Rice, originally of Beaufort, but who has been with the Carswell Drug Co. in Winston-Salem for some time, is now prescriptionist for Walgreen's Charlotte store.

General News Items

The Temple Drug Co. in Kinston has been incorporated. Authorized capital stock, $50,000. Subscribed stock, $10,000. By **J. O. Temple, Ella M. Temple,** of Kinston, and **Liston Mallard,** of Raleigh.

Mr. E. B. Mayberry, North Carolina druggist, who has been connected for some time with the Peoples Drug Stores in Washington, D. C., is opening a drug store of his own in Silver Springs, Maryland, on August 1st under the name of the Silver Springs Pharmacy.

The American Journal of Pharmacy for June, 1931 carries an article by **Professor W. A. Prout** on "Some Medicinal Substances Employed by the South in the War Between the States." Mr. Prout graduated from the State University in 1922. During the past year he has been teaching at the University of Georgia, but next year will have a similar position at the Medical College of the State of South Carolina.

The Ward Drug Co., Nashville; the O. Henry Drug Store, Greensboro; the Kannapolis Drug Co., Kannapolis; the Robinson Co., Rutherfordton; Julius A. Suttle, Shelby; and the Efird-Morris Drug Co., Troy, have all recently installed "Green" soda fountains.

The next meeting of the North Carolina Board of Pharmacy for the examination of applicants for license to practice pharmacy will be held in the Howell Hall of Pharmacy at Chapel Hill on November 26, 1931. Application for the examination must be filed ten days before the above date with Secretary F. W. Hancock, P. O. Box 910, Oxford.

We understand that Barker's Pharmacy in Rowland has been purchased by **Mr. E. L. Rogers** who will operate it in the future.

Mr. W. C. Pope, of Weaverville, has purchased the Mars Hill Pharmacy at Mars Hill. The new owner is planning to make extensive alterations and improvements in the store. New fixtures will be installed.

Mr. and **Mrs. F. W. Hancock,** of Oxford, are enjoying a vacation of several weeks at Morehead City.

The Nos. 1 and 2 stores of the Tryon Drug Co. have recently changed hands. The No. 1 pharmacy in the down town district has been purchased by **Mr. S. R. Herman,** while the No. 2 store on Providence Road in one of the best residential districts of the city has been acquired by **Mr. M. H. Perry.**

Messrs. Ralph H. Cain and **H. M. Dodson** have purchased the Standard Drug Co. in Winston-Salem, located on N. Trade Street.

Joiner's Drug Store has been incorporated with the principal office in High Point. To buy, sell, exchange and otherwise generally deal in the drug business at wholesale and retail. Authorized capital stock $100,000; subscribed stock $300. By **Messrs. A. E. Joiner, L. B. Joiner,** and **A. A. Koonts,** of High Point.

Lutz' in Granite Falls has been purchased by **Dr. A. A. Kent,** of Lenoir, and he will place his son, **Mr. B. H. Kent,** in charge of the pharmacy as manager.

Expression of Appreciation

A five gross package of Stanback headache powders, mailed to **Secretary J. M. Hall** to be used as prizes at the recent convention, reached Wrightsville Beach too late for distribution. **Mr. T. M. Stanback** had intended bringing down the goods himself, but at the last moment was detained on account of the sudden illness of a member of his family. He, therefore, made a last minute effort to get them to the convention by mail. The JOURNAL wishes to take this opportunity to express the appreciation of the Association for the generous donation of the Stanback Company.

Pharmacy Week National Window Contest

The Federal Wholesale Druggist Association has generously donated a beautiful silver cup to be awarded by the National Executive Committee on Pharmacy Week for the best professional window display exhibited in any retail pharmacy in the United States during Pharmacy Week, October 11-17. The rules of the contest are as follows:

1. A professional window display, it has

been determined, is a display picturing any subject pertaining to professional pharmacy, pharmaceutical education, legislation, literature, etc.

2. The best professional window display will be selected from photos taken of windows dressed in accordance with Rule 1 of the Contest, and submitted as follows:

a. The secretary of each state pharmaceutical association will send in to National Pharmacy Week headquarters, 745 Fifth Ave., New York, N. Y., the photo of the best professional window display of his state. He may determine the best display by a state contest or by some other method which he or his association may select.

b. An exception to rule 2 a. will be made for the state of Nevada where there is no state association. The contestants in that state will mail photos of their windows direct to National Pharmacy Week headquarters, 745 Fifth Avenue, New York, N. Y.

c. With the exception of the state of Nevada, no photos may be sent direct by contestants to National Pharmacy Week headquarters—they must be sent to the secretaries of the state associations to which the contestants belong, for competition in the state contests. The secretary of each state association will then mail the winning photograph in his state to National Pharmacy Week headquarters for competition in the National Contest.

d. The District of Columbia will be considered as a state association and the secretary of its pharmaceutical association will submit the winning photograph to National Pharmacy Week headquarters to be entered in the National Pharmacy Week window contest.

3. Photos submitted must show the entire window. The photos must be large enough so that details of display will be plainly shown and, although no definite restrictions are made, it can hardly be expected that this could be accomplished in a photo smaller than 5 in. x 7 in.; 8 in. x 10 in. being the ideal size.

4. Competing windows must be non-commercial although manufactured pharmaceutical, chemical and biological products which are related to the practice of professional pharmacy may be displayed. Merchandise unrelated to professional pharmacy must not be displayed. Price tags must not be used.

5. No photos will be accepted as eligible for the National Pharmacy Week Window Contest if postmarked later than midnight of December 1, 1931.

6. The winner of the 1931 contest will be decided by a committee of five judges, consisting of prominent pharmaceutical figures from the city of Detroit.

7. Announcement of award of the championship trophy will be made through the pharmaceutical journals of the nation and the silver cup will be formally presented to the winner.

The N. A. R. D. Convention

We have just been informed that the N. A. R. D. transportation committee has arranged reduced railroad rates for all delegates attending the National Convention in Detroit September 28 to October 2. In order for delegates to receive the benefit of these rates it will be necessary to have rebate certificates, which are now ready. If you are planning to attend the convention in Detroit please notify Secretary-Treasurer J. G. Beard at once so that he may secure from Mr. Samuel C. Henry a sufficient number of these rebate certificates to take care of the requirements of all delegates going from North Carolina.

Marriages

The many friends of **Mr. David Benjamin Browning**, of Rocky Mount, will be interested to hear of his marriage on July 14 to Miss Mary Margaret Leggett, daughter of Mr. and Mrs. Walter Augustus Leggett, of Edenton. The wedding occurred in Edenton, and, after a motor tour of several days, Mr. and Mrs. Browning are making their home at 1141 Beal St. in Rocky Mount. Mr. Browning graduated from the State University School of Pharmacy in 1929. While in college he took a prominent part in student activities. He was a member of the Kappa Psi and Rho Chi fraternities, and during his senior year was a member of the Student Council. He also served as student assistant in the Pharmacy School

Library. He received his license as a pharmacist immediately following his graduation in 1929, and since that time has been connected with the T. C. McCall Drug Co. in Rocky Mount.

Deaths

After years of fighting the results of the gas breathed while a member of the 120th Infantry in France, **Oscar Grady Coppedge** died at his home in Raleigh in the late afternoon of July 1st. Mr. Coppedge had been ill ever since returning from France and although he made a gallant effort to overcome the effects of the war gas he gradually declined and it had been realized for some time that he would not recover. He was unusually popular and the courageous, though unsuccessful fight he waged against his war injury won him much admiration. The funeral services were held in the First Baptist Church in Raleigh, and were conducted by the pastor of the church and the chaplain of the Raleigh Post No. 1 of the American Legion. Mr. Coppedge is survived by his father, **Mr. John M. Coppedge,** a sister, **Mrs. O. J. Daniel,** of Philadelphia, and two brothers, **James W.** and **J. Ben Coppedge.** The JOURNAL extends to them the sympathy of their many friends among the druggists of the State.

Dr. Robert J. Ruth, Chief of the Pharmaceutical Division of E. R. Squibb and Sons and one of the best known representatives of pharmacy in this country, died in Sinai Hospital, Baltimore, Maryland, on July 4, after a short illness. He was the originator of Pharmacy Week and his activities as National Chairman of the Pharmacy Week Executive Committee since the first annual observance in 1925 had won him international recognition. Dr. Ruth had arranged to speak at the June meetings of a number of state pharmaceutical associations. He left New York on June 12 and had partly completed his itinerary. He had not been feeling well for a week or more but against the advice of Mrs. Ruth, who was with him, he determined to complete his schedule. On June 24 he delivered an address on "Selling Professional Service" before the N. C. P. A. at Wrightsville Beach. This address appears elsewhere in this issue. He was quite ill at the time and those present at the convention could not help but admire his courage and his determination to fulfill this obligation, although he had been advised by physicians to cancel the engagement. From Wrightsville he went to Baltimore and was preparing to go to Rehoboth Beach, Delaware, to address the members of the Delaware Pharmaceutical Society when he was obliged to give up. His condition became worse and on June 29 he entered Sinai Hospital, believing that he was suffering with malaria. The diagnosis, however, showed typhoid. His condition grew rapidly worse until the end.

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